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Men of Achievement

In the Great Southwest

PIO PICO, LAST MEXICAN GOVERNOR OF CALIFORNIA

Men of Achievement

IN THE

Great Southwest

Illustrated

A STORY OF PIONEER STRUGGLES

DURING EARLY DAYS IN LOS ANGELES AND SOUTHERN CALIFORNIA

With Biographies, Heretofore Unpublished Facts, Anecdotes and Incidents in the Lives of the Builders

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from here because of the absence of storms at sea, fogs along the coast, or dangerous bars to cross, than from any other point on the western coast of America, north or south.

Situated thus on the shortest line between ocean and ocean, midway along the American coast, as near the Orient as any other point, with half a dozen lines of railroad connecting with the East and with the northern coast of the Pacific, Los Angeles occupies a vantage ground for manufacturing and for domestic and foreign trade unmatched from Bering Strait to Cape Horn.

The development in the past has been most remarkable. To one who carefully considers the advantages of the city, the future must appear secure. What has been done is a prophecy and an earnest of what will continue to take place to the end of the new century, with all its wonderful promise of achievement, whose magnificence will eclipse all the greatest accomplishments of humanity in all the ages that have gone before.

G. W. BURTON.

GLIMPSES OF SPANISH HOMES.—EARLY DAYS IN CALIFORNIA.

SUNLAND TALES OF CABALLEROS AND PIONEERS.

BY G. W. BURTON.

CHAPTER I.

BEFORE THE DAWN.

Before the footprints of a white man had been impressed upon the soil, or a ray of civilizing light had been shed upon the dark night of savage life, the site where Los Angeles now stands was occupied by one of the numerous Indian villages which nestled in the choice corners of the region. The Spanish missionaries who first visited the spot found about 300 of the aborigines gathered in the huts—abodes of squalor—on the flat lying along Aliso street between Los Angeles street and the river. Their name for the place was Yang-na. They were of the most wretched type of human beings, seemingly of Aleut, Mongol or South Sea Island origin, rather than of the intelligent Aztec stock of Mexico, or of the warlike and manly Indian tribes of other parts of North America. The Spanish missionary scarcely tried to acquire any of the many languages, or dialects, spoken by these people, as not more than 200 to 500 of them spoke the same tongue. From the days of Herodotus or Baron

SAN GABRIEL MISSION, NEAR LOS ANGELES.

Founded 1771.

Munchausen, visitors to foreign climes and chroniclers of strange peoples and scenes have indulged freely in the pleasures of the imagination. The mission fathers were no exception to this rule. What they wrote may be taken always with more or less allowance. Fortunately, it is not a matter of great moment whether future ages receive exact impressions regarding the primeval inhabitants of California.

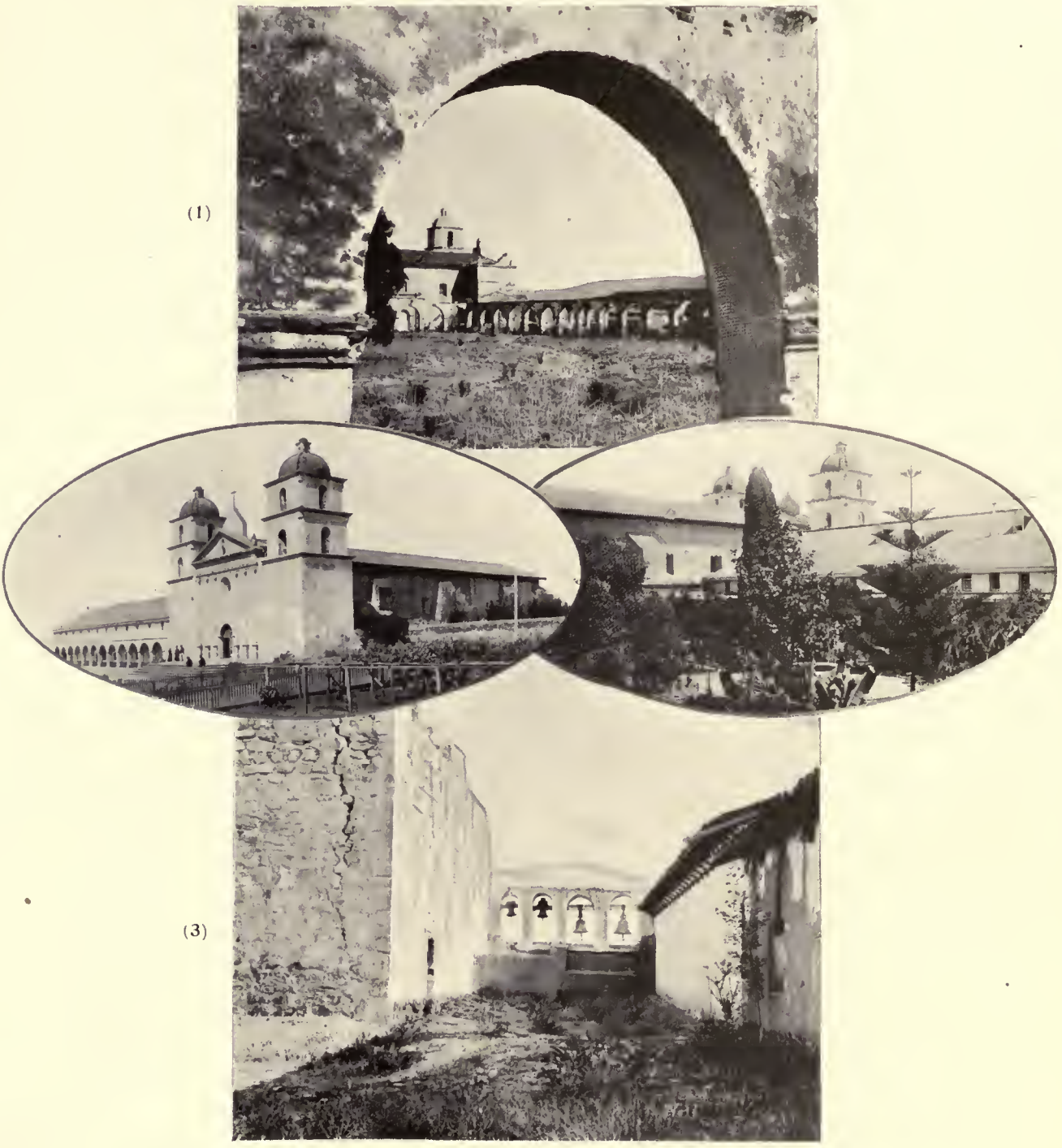
Columbus landed on the island which he named San Salvador, in October, 1492; Fernando Cortez, at Vera Cruz in 1519. Five years later he mentions California as a great island of fabulous wealth, in a report to the King of Spain. Ten years later than this, Fortuno Ximines sailed from the west coast of Mexico to explore this island. The vessel never got farther north than Cape San Lucas. The next year Cortez sailed up the Gulf of California in person. Four years still later, Ulloa reached the mouth of the Colorado River. It was reserved for Juan Rodriguez Cabrillo to set foot on the soil of Alta California. He entered the bay which he called San Diego in the summer of 1542, almost exactly half a century after Columbus first saw the shores of the New World. A few months later he came up the coast and anchored in San Pedro Bay. Three and a half centuries were destined to pass away before the light of civilization should shed its rays over this land.

In January, 1769, a small vessel, the San Carlos, sailed from La Paz, near Cape San Lucas, for Alta California. The expedition was under José de Galvez and Gaspar de Portola. With them was the far-famed Junipero Serra, a devoted and eloquent priest of the Franciscan order. In March, 1769, this expedition landed at San Diego, and proceeded to found the first mission in California. About the middle of July of this year, Portola

(1)

(2)

(3)



(1) MISSION SAN LUIS REY. (2) MISSION SANTA BARBARA, WITH GARDEN.
(3) RUINS OF SAN JUAN CAPISTRANO.

left San Diego with a company of sixty-four persons, soldiers, mule-drivers, a few Indians and two priests. On the second day of August the Indian village of Yang-na was reached. This day is the feast of Our Lady of the Angels. Hence, the place was named Nuestra Señora de Los Angeles. In 1771 a company from the Mission

San Diego founded the Mission San Gabriel—not the present one, but the old mission on the banks of the San Gabriel River, near La Honda.

In September, 1781, the Governor of Alta California, Felipe de Neve, came from the San Gabriel Mission to the Indian village, Yang-na, with a company to found a pueblo, or town, to be called by the name already bestowed on it by the Spaniards, El Pueblo de Nuestra Señora, la Reina de Los Angeles, (the town of Our Lady, the Queen of the Angels.) The records show there were eleven men, eleven women and twenty-two children in the party. The site had already been laid out with the Plaza in the center and extending three miles in every direction. Lots were assigned the settlers around the Plaza, and agricultural lands in outside territory. Of the twenty-two adults in the new colony, nine were Indians, eight mulattoes, two negroes, two Spaniards and one half-breed, half Spanish, half Indian. When the nineteenth century dawned there were seventy families, aggregating 315 souls, in the pueblo.

During the next twenty years all Spanish-America broke out in revolt against the mother country, and the numerous republics reaching from Mexico to Chile and Argentina sprang into being. In 1822 the Spanish settlers in California were informed that a revolution had taken place in Mexico; that the Spanish rule was at an end, and that Iturbide was Emperor of Mexico.

TYPICAL SCENE ON A CALIFORNIA CATTLE RANCH.

In 1830 the population of the pueblo is set down at about 1200. The colonists raised cattle and sheep, grew crops of wheat which supplied most of the missions, and for a few years made money out of hemp. This last industry, however, was soon overdone and had to be abandoned. By this time a few Englishmen and Americans began to come into the colony. One of the first Americans, and one of the most enterprising, was Don Abel Stearns, who arrived from Boston. In 1831 there was a small rebellion to depose the Governor, set up by the government of Mexico. Among the signers of the revolutionary manifesto was this Don Abel Stearns, Pio Pico, Juan Bandini and José Antonio Carillo, the last three names being familiar in Los Angeles at the present day. Stearns married one of the Bandini family, and lived until some time after 1870, leaving vast tracts of land in Los Angeles county, some of them lying in what is now Orange county, and known until within a few years as the Stearns Ranchos. He was by far the richest man in Southern California, possessed of much enterprise and business sagacity. Among other things, he introduced a strain of horses superior to the "broncos" of Mexican origin. He built one of the first two-story business structures in the city, the Arcadia Block, on Los Angeles street, at the head of Aliso street. It was built of brick, and is still standing. This was erected about 1865. Doña Arcadia de Stearns later married the late Col. R. S. Baker, who built the Baker Block, about 1875,

PIONEERS—SOME HERE, SOME GONE BEFORE.

*Chas. Ducommon
*Wm. Lacy.
*M. S. Baker.
T. D. Mott.

J. M. Guinn.
*O. W. Childs.
*Isaac Lankershim.
*J. de Barth Shorb.

Erskine M. Ross.
*P. Beaudry.
T. A. Garey.
*John E. Hollenbeck.

*Gen. Phineas Banning.
G. W. Burton.
H. D. Barrows.
*John G. Downey.

*Deceased.

and this is still an ornament to the city. Mrs. Baker still survives, a witness of all the great growth of the city which was so small at the time of her birth. She enjoys the affectionate esteem of a very long list of friends. In her earlier days she and her two sisters, Mrs. Charles Johnson and Mrs. Winston, were stately ladies, whose personal beauty and dignity of bearing would have won them distinction in any imperial court of Europe.

Before Abel Stearns, had come Joseph Chapman, in 1818. He taught the people of Los Angeles a good deal in the way of mechanical arts. He built a grist mill and a schooner used by the mission fathers in otter hunting among the islands off the coast. Another early settler was Stephen C. Foster, an American. He was a graduate of Yale College, and organized the first permanent system of public education in the community. A little later came John Temple. His brother, F. P. F. Temple, followed in 1841. John built the southerly portion of Temple Block in 1857, as it now stands. Later he built what used to be the old Courthouse, where the Bullard Building now stands. It was used at first as a market. William Wolfskill of Kentucky arrived in Los Angeles in 1831, married one of the Lugo family, and planted a vineyard where the Arcade Depot now stands. In 1841 he planted four acres to oranges, which by 1886 had grown to be an orchard of thirty acres. The same year arrived Jonathan Trumbull Warner from Connecticut. He was of a commanding figure, six feet four inches, perhaps. The Spanish-speaking people called him Don Juan Largo, because of his great height. Until near

COWBOYS PREPARING FOR THE "RODEO."

the close of the century, he took a prominent part in the development of Los Angeles. Among the later arrivals of Americans in the last decade of Mexican rule who left their impress on the history of the country were Henry Mellus, coming in 1835, and his brother, Francis, who followed a few years later. John Forster, an Englishman, came in 1836. His name is connected with the ex-Mission San Juan Capistrano Rancho, where his son, Marco, still resides. The other son, Juan, died a few years ago in Los Angeles.

The first party of "tourist" settlers came in 1841. They were led by the late Hon. B. D. Wilson, known among the Spaniards as Don Benito Wilson; John Rowland, William Workman, and D. W. Alexander. Wilson settled in San Gabriel Valley, where he developed a fine ranch property, which is now enjoyed by his widow and two daughters. He was in every sense a good citizen, and served the public well in many capacities. Rowland and Workman settled at Puente, where their descendants still own property. One of these, William R. Rowland, of this city, developed the first oil wells in Southern California on the Puente Rancho, and now enjoys a very handsome income from this source.

In 1840 the population in and around Los Angeles was estimated at about 2300 people, of whom 550 were Indians. There were forty Americans, about ten English, and a few French and German people among the population.

The independence of Texas, won in 1836, irritated Mexico against the United States for the reason that the result in the Lone Star State was caused by its colonization by Americans. Bad blood existed between the two nations, culminating in war ten years later. The story of the years between 1840 and 1846 belongs to the transition period.

The life of these early California pioneers, whether Spanish, Mexican, American or other nationality, was primitive in the extreme. It was very much like that of the classical heroes of Homer and Virgil, or that of the Biblical patriarchs. Agriculture was sporadic and crude; a small amount of wheat, little vineyards and smaller orchards, some of oranges, some of deciduous fruits, was all that was attempted. It was a pastoral age, and the cattle on the plains and hills were raised and slaughtered for their hides and tallow. There was no market for anything else. The people as a rule were honest, law-abiding, sober, but not industrious. They were kindly in their relations one to another, and hospitable to strangers, as well as to those "to the manor born." They lived mostly in the open air and on horseback. It required but little labor to attend the flocks, and horses were cheaper than dirt. The annual sales of hides, tallow and wool brought in abundance for the few wants of the simple people. Life was free, easy, careless, poetical and enchanting. Highly-civilized people of today, with colossal fortunes, are as a rule far less healthy and far less happy. The "gringo" took life as easily as his native-born neighbor. He married into the families of the country, and the only difference was in his greater providence and greater shrewdness, by which he succeeded in obtaining possession of most of the best ranches before the second generation came to manhood. Few of the Spanish or Mexican families are found now with any great portion of the wealth of this day of great things in Southern California.

ALCALDES, OR MAYORS, OF LOS ANGELES.

Spanish.

1788	José Vanegas (an Indian)
1789	José Sinova
1790	Mariano Verdugo
1791	Francisco Reyes
1792	José Vanegas
1793-5	Francisco Reyes
1796	José Vanegas
1797	Manuel Arellano
1798	Guillermo Soto
1799	Francisco Serrano
1800	Joaquin Higuero
1802	Mariano Verdugo
1809	Guillermo Soto
1810	Francisco Avila
1816-8	Antonio Maria Lugo
1819-20	Anastasio Avila
1821	Anastasio Carrillo

Mexican.

1822-3	Manuel Gutierrez
1824	Encarnacion Urguidco
1825	José Maria Avila
1826	Claudio Lopez
1827	Guillermo Cota
1828	J. A. Carrillo
1829	Guillermo Cota
1830	Tiburcio Tapia
1831	Vicente Sanchez
1832	Manuel Dominguez
1833	José A. Carrillo
1834	José Perez
1835	Francisco Javier Alvarado
	Dominguez Romero
1836	Manuel Requena
	Tiburcio Tapia
1837	Gil Abarra
	José L. Sepulveda
1838	Luis Arena
	José Perez
1839	Tiburcio Tapia
	Manuel Dominguez
1840	Santiago Arguello
1841-3	(No Ayuntamiento, or City Council)
1844	Manuel Requena
	Tiburcio Tapia
1845	Vicente Sanchez
	José L. Sepulveda
1846	Juan Gallardo
	José L. Sepulveda
1847	José Salazar
	Enrico Avila
1848	Vicente Guerrero
1849	José del Carmen Lugo
	José L. Sepulveda

First Mayors Under American Rule.

1850	Abel Stearns	Ignacio Del Valle

It will be noted that there are several breaks in the list. There were many political upheavals in these early days, and proceedings were often irregular.

PIONEERS—SOME HERE, SOME GONE BEFORE.

CHAPTER II.

THE TRANSITION PERIOD.

The revolt of Texas from Mexico in 1836, and the persistent proposal of that new republic to become a part of the United States, created much irritation between the two countries. Mexico made it plain that the admission of Texas as a State of the Union must be met by war. This did not deter the United States, but created a conservative policy, the aim of which was to put the burden of aggression on Mexico. At the same time, the administration at Washington encouraged rather than repressed any movement short of actual hostilities which might provoke the smaller republic to declare war. England and France were looking with covetous eyes on that vast region of country lying between the Rocky Mountains and the Pacific Ocean, then claimed by Mexico. The Monroe Doctrine dictated to the United States the policy of permitting no non-American nation to become master of so commanding a position on her western borders and in the Pacific Ocean. Commanders of American fleets in the Pacific had confidential instructions from Washington as to what action they should take in emergencies.

OLD SPANISH MAP REPRESENTING CALIFORNIA AS AN ISLAND.

In 1842 Commodore Jones sailed suddenly from Callao, Peru, and, arriving at Monterey, landed a body of marines and ran up "Old Glory" in place of the Mexican flag. In a few days he found that he had made a mistake, and replaced the Mexican colors in their proper place, apologizing for his hostile act. In 1846 John C. Frémont, then a captain in the army of the United States, attached to the Topographical Engineer Corps, came into California, overland, with about sixty followers. He proceeded to Monterey, and informed Gen. Castro, who had command of the Mexican forces in the territory, that his purpose was scientific exploration. Castro became suspicious of the designs of the Americans, and ordered them to leave the country. He assembled a company of 200 men to enforce his commands. Frémont went north, but on the heels of this event came Lieut. Gillespie from Washington with dispatches for Frémont, which caused the latter to retrace his steps. He halted near Sacramento. In June, 1846, a little handful of Americans, about thirty in number, assembled at Sonoma, formed what they called the "California Republic," ran up the famous Bear flag, and took Gen. Vallejo prisoner, but a month later threw themselves on Frémont for protection. In August news reached California that Mexico had declared war against the United States on May 13. In June this news had reached Commodore Sloat at Mazatlan. He at once hurried to Monterey. July 7 Sloat landed a party, proceeded to the town, hauled down the Mexican flag and ran up the "Stars and Stripes," this time to stay. Soon after, Commodore Stockton succeeded Sloat. Frémont had already gone to San Diego to cut off Castro's army from escaping into Lower California. August 11, Stockton, who had sailed south, set out from San Pedro for Los Angeles, his men hauling their cannon by

hand. Two days later Frémont arrived from San Diego. There was no resistance, and the Americans established headquarters on Main street, where the St. Charles Hotel now stands. Stockton organized a military company, which he put in command of Don Benito Wilson. A few skirmishes took place; Wilson surrendered to a party of Mexican partisans out on the Chino Ranch; Gillespie fled to San Pedro, spiked his guns and flung them into the bay. These Wilson later took from the water and sank them in the street where his store was, on the corner of Main and Commercial streets. Two of them are still there. Three Mexicans, José Maria Flores, José Antonio Carrillo and Andres Pico, brother of Gov. Pio Pico, organized a revolt. Stockton returned from the north with 800 men. December 5, 1846, Gen. Stephen W. Kearney came from the East to San Diego. He led about 1600 men. A little battle ensued with Andres Pico and his native Californians, in which the Americans were worsted. Dr. John S. Griffin was of this party. Later he became a citizen of Los Angeles, where he arose to much prominence, and died here only a few years ago, highly respected.

Kearney came out with a commission making him Governor of the Territory, superseding Stockton and Frémont. Stockton had sailed to San Diego, where he met Kearney, and they organized a joint expedition to recapture Los Angeles. A skirmish took place at the San Gabriel River between this force and some 500 native Californians. Next day another skirmish took place about two miles from Los Angeles, and January 10, 1847, Stockton and Kearney entered the city, victorious over the revolting native forces. Gillespie ran up the flag at the old headquarters on Main street, which he had abandoned a few months before. A plan for a fort on the hill where the High School now stands was made by Kearney's orders, from which the hill was long known as Fort Hill, and the street leading south was known as Fort street, until about 1890, when it was renamed Broadway.

A dispute arose between Stockton and Kearney as to which was in command. Stockton held his ground, and appointed Frémont, who had come back from the north, civil Governor of California. This was June 19, 1847. Kearney withdrew to San Diego, to await further orders from Washington. In less than two months Col. Richard B. Mason arrived from Washington, bearing dispatches which set at rest all question as to Kearney's supremacy. Fremont quarreled with Mason, and was ordered to Washington, where he was tried before a court-martial and found guilty of disobedience.

PALM DRIVE, JOHN SINGLETON'S GROUNDS, LOS ANGELES.

CHAPTER III.

EARLY DAYS UNDER "OLD GLORY."

Frémont held sway from January to March, 1847, when Kearney came to be recognized as in command, and Col. St. George Cooke, who had led the "Mormon Battalion" from Missouri, was put in charge of affairs at Los Angeles. In May, Cooke was succeeded by Col. J. B. Stevenson, who had come into the Territory with Kearney. He led a regiment of New York volunteers. Many followers of Frémont, Cooke and Stevenson remained permanently in Los Angeles. Kearney appointed Stephen C. Foster Alcalde, or Mayor, of the city. Don Abel Stearns was City Assessor and Tax Collector. The native Californians so resented the action of Kearney that they resigned in a body from the Ayuntamiento, or City Council. The two Americans administered the affairs of the city as best they could. They ordered a general cleaning-up of the pueblo, formed a "chain-gang" out of the recalcitrant element, and put the water system in better shape. In May, 1849, an election was held for a new Council, John Temple being the only American elected. Next year Don Abel Stearns was the first regularly-elected Mayor under American rule. B. D. Wilson and D. W. Alexander were elected members of the Council.

In 1849 the first Legislature under American rule divided California into counties, one being called Los Angeles, which embraced all the territory lying between the Tehachepi Mountains, San Diego county, the ocean and the Colorado River. In April, 1850, the first election of county officers under American sway took place. Augustin Olivera was elected Judge; B. D. Wilson, Clerk; Benjamin Hayes, Attorney; J. R. Conway, Surveyor; Manuel Garfias, Treasurer; Antonio F. Coronel, Assessor; Ignacio Del Valle, Recorder; George T. Burrill, Sheriff; Charles B. Cullen, Coroner. Few in number as the Americans were in the community, they knew how to "do politics," as shown in the list above. The total value of real property in the county, as shown by the assessment rolls, was $748,606. The improvements were assessed at $301,947, and the personal property, mostly herds and flocks, at $1,183,898—broadly speaking, as much as the real estate and improvements together. Until after the discovery of gold at Sutter's Mill, Los Angeles had been the largest city in the State. This was in the spring of 1848. This discovery brought an influx of 80,000 people into California in 1849. In three years $215,000,000 in gold was taken out, and armies of people flocked to California by way of the Isthmus, around Cape Horn and across the plains. Los Angeles fell to a place of minor importance as compared with San Francisco, Sacramento and other cities in the mining sections of the country.

The first constitutional convention in California met in Monterey, in August, 1849. The Los Angeles delegates were Abel Stearns, J. A. Carrillo, Stephen C. Foster and Manuel Dominguez. The form of constitution adopted provided for the exclusion of slavery in the new State. After a hard fight in Congress, California was admitted to the Union, with its anti-slavery provision, September 9, 1850.

Under the Spanish and Mexican governments, all the land in the pueblo belonged to the public domain excepting as it was disposed of to private owners by the Ayuntamiento, or Council. The system of passing title and of keeping records was very crude. The first survey of the city lands had been made by Gen. Ord, then Lieut. E. O. C. Ord, in 1849. He laid out the streets and lots now forming the center of the city, as far south as Pico street, north to where River Station now is, east to the river and west to the hills, cutting Pico street at Figueroa.

At the time of the admission of California into the Union, in 1850, the city of Los Angeles contained 1610 inhabitants, and the great territory known as Los Angeles county, 3530. It had been larger, but the gold excitement had drawn many away to the mines in the central portion of the State.

All attempts at public instruction up to 1850 had been few and unsuccessful. During the next three years several attempts were made to establish a school, but not until 1853 was there a determined attempt in this direction made. In the tax levy of the previous year an item for schools was introduced, and three school commissioners were appointed by the Council. For some years after this, little progress was made, but in 1854 Stephen C. Foster was elected Mayor, and, being a man of high intellectual attainments, a graduate of Yale College, and of patriotic impulses, he gave earnest attention to providing proper public instruction for the youth of the city. The next year a school was erected at the corner of Spring and Second streets, where the Bryson building now stands. It was of brick, two stories high, and cost about $6000. It served for over thirty years as the principal school of the city. Later a second school was put up north of the Plaza on Bath street, now Olivera street. This was also used for school purposes until the great "boom" took place, about 1886. Many of the prominent men of the city of the present day, as well as women prominent in society, were educated in these two schools. Foster was a kind of pioneer "Pooh-Bah," being Superintendent of Schools as well as Mayor.

The year in which California became a State, Theodore Foster took steps to give the citizens of Los Angeles a paper. It made its first appearance—but not under Foster—May 17, 1851. It bore the Spanish name, "La Estrella"—"The Star." It was published in Spanish and English. This did not last long. The two languages were separated, and Los Angeles had two papers. In 1851 William H. Rand was one of the proprietors of The Star. He returned East after a short time, and became a famous publisher in Chicago as senior member of the firm of Rand & McNally. Henry Hamilton became owner of The Star in 1856, and continued to publish an excellent weekly paper, with a short intermission, beginning in 1864, until 1873, when he sold the paper to Maj. Ben C. Truman, who conducted it until the time of its demise. Col. John O. Wheeler published a weekly paper—The Southern Californian—in an old adobe on First street, between Spring and Broadway, near where The Times Building now is. About this time, William H. Workman came to the city from Missouri, and set type on Col. Wheeler's paper.

The first effort crowned with any kind of success in establishing a Protestant church in Los Angeles was in 1859. The first Protestant services of which any record remains were held by Rev. J. W. Brier, a Methodist who was passing through the city in 1850. This service was held in a private house where the Bullard building now stands. In 1853 Rev. Adam Bland was sent out by the Methodist church to found a society in Los Angeles. Mr. Bland remained in active ministerial work in and about Los Angeles for many years. In 1854 Rev. James Woods, a minister of the Presbyterian faith, came to Los Angeles. After a year of effort he organized a congregation, over which he presided for some years. In 1859 Rev. W. E. Boardman, also a Presbyterian, came and began the erection of a brick church building on the corner of Temple and New High streets. Mr. Boardman returned East before the edifice was completed. The building remained unused until 1863, when Rev. Elias Birdsall, of the Protestant Episcopal Church, come here, to whom the structure was turned over by the trustees in charge. The outcome was that, about 1868, the Episcopal Church paid back the money the Presbyterians had put into the enterprise, and acquired title to the property, which they held until 1884, when it was sold.

The Roman Catholic Church, which had presided over the founding of Los Angeles, continued to grow as the city grew. In 1858 the Sisters' Hospital was founded. The Sisters, who came from Maryland, began their ministrations in a small way in a private house; then established themselves on San Fernando street, opposite where the River Station stands. Here they carried on their work for a quarter of a century, until they erected their present magnificent plant on Bellevue avenue. Another band of Sisters founded an orphan asylum in 1856, and worked zealously for many years, until they were able to erect their great edifice on Boyle Heights. St. Vincent's College was founded in 1855, and prospered so that it now has a large and well-equipped plant on the corner of Grand avenue and Washington street.

Grape-growing was carried on with some enterprise in the decade now under review. In 1857 shipments of grapes amounted to nearly 1,000,000 pounds, and of wine to 250,000 gallons. So important was the industry considered that in 1857 J. T. Warner published a paper called The Southern Vineyard.

Oranges had been planted by the mission fathers at San Gabriel as soon as the mission was founded. William Wolfskill was the first resident of Los Angeles city to make much of an effort in this way. In 1856 he sold 400 boxes.

At the close of this decade, in the national election of 1860, the vote of Los Angeles stood: Breckenridge, 703; Douglas, 494; Lincoln, 356; Bell, 210.

CHAPTER IV.

A PERIOD OF STAGNATION.

There was little growth in Los Angeles between 1860 and 1880. The outbreak of the war kept men North and South at home. After the close of the war the reorganization of society operated in the same direction. Nor was there much to draw men generally to so remote a section as Southern California, cut off as it was from all parts of the country, from lack of railroads by land and lines of steamers by sea. The stage coach was the slow, uncomfortable, costly and dangerous means of travel. Stock-raising continued to be the principal industry, and weather conditions made this very unprofitable. In 1862 the State was inundated by the greatest flood ever known. It spread over the State from Shasta to San Diego. The next nine years were marked for the most part by severe droughts. The two years after the flood, like the one before that, were as dry as that was wet. The plains were strewn with dead animals; the cienegas, or springs, were piled with carcasses until the atmosphere

SCENE ON A CALIFORNIA SHEEP RANCH.

was fetid. In 1868 there was again rather more than an abundance of rain, but this was followed by another period of three dry years, in which cattle and sheep fared badly. Times were very hard. A few Southern people came in after the close of the war. They were mostly of the professional classes, and brought very little money with them. In 1863 Dr. John S. Griffin held a bill against the city for about $1000. He was unable to obtain payment in money, and forced to take city land. The city gave him nearly all that territory now known as East Los Angeles, at 50 cents per acre.

An event of very great importance came to pass in 1860. L. J. Rose came out from Illinois, bringing his wife. He passed from one end of the State to the other before determining where they should cast in their lot. After traveling over the length and breadth of California, he returned to the San Gabriel Valley and chose Sunny Slope as the most attractive spot he had ever seen. Rose proceeded to plant orange trees and vines, until about 1885 or 1886 he had nearly a thousand acres in vines and several hundred in orange trees. He also entered into the breeding of horses, and developed one of the best strains of trotters in the world. Twenty years after he settled in the San Gabriel Valley, Mr. Rose told the author of this sketch that he had then paid $127,000 in interest

on money borrowed to develop his property. He did as much as, if not more than, any other one person to demonstrate the wonderful fertility of the soil and semi-tropic suns of Southern California. In 1882 the grapes crushed at the Rose winery in one day were more than the total product of all the vineyards in Southern California in 1902.

The closing years of this decade witnessed the building of a good many business edifices of greater pretensions than had gone before. The Bella Union Hotel, now the St. Charles, was built. The La Fayette Hotel, which stood where the St. Elmo is now, was also among the number. The United States Hotel, two stories of the present structure, was put up. Bell's Block, sometimes known as Mellus Row, an adobe building, with a half-story in wood above, on the corner of Aliso and Los Angeles streets, where Haas, Baruch & Co.'s fine wholesale house now stands, was of this period. Don Abel Stearns, in 1865, put up the Arcadia Block on Los Angeles street, opposite where Aliso street comes in. This is still standing in an excellent state of preservation, and occupied for business purposes. In 1869 the Pico House was begun. It is now the National Hotel, a good three-story building, on Main street and the Plaza. In this same year John M. Griffith, who was engaged in the lumber business and in freighting from San Pedro to Los Angeles, built the first really modern house in Los Angeles. It stood on Fort street, now Broadway, where the Potomac building is now. When this latter building was erected by Griffith, the house was moved back on Hill street and again was remodeled during the past year into a Presbyterian church.

The first bank was opened in Los Angeles in 1868. Alvinza Hayward sent his son, James A. Hayward, down from San Francisco, and with ex-Gov. John G. Downey as partner, opened the banking house of Alvinza Hayward & Co. The bank was in the old Downey building, on Main street, a little north of Temple. Another bank was opened the same year by Isaias W. Hellman. It was known as the Hellman, Temple & Co. Bank, and the banking house was on Main street, where the Central Hotel now stands, almost directly opposite the rival institution. In 1871 the two banks were merged into the Farmers and Merchants Bank, which stands today by far the largest banking institution in the State outside of San Francisco. The Temple & Workman Bank was organized not long after the others, but this collapsed with the failure of the Bank of California, in San Francisco, on the death of William C. Ralston, in 1875.

Communication with the outside world was at all times in the early days a matter of very great interest to the people of Los Angeles. Soon after the American occupation, a ship was put on to ply between San Pedro and San Francisco, also two lines of stages from the landing to Los Angeles, with a system of freight wagons. Gen. Phineas Banning controlled one line from Wilmington and John L. Tomlinson one from San Pedro. The railroad world has never developed sharper competition than existed between these two lines, and mankind has seldom seen anything more picturesque than the races between the rival stages on "steamer day," as the drivers whipped their horses into furious speed to see which stage would reach the door of the Bella Union first. An effort was begun as early as 1863 to get a railroad from San Pedro to Los Angeles. Gen. Banning served in the State Senate from 1865 to 1868, and in the last year a bill passed the Legislature by which the county of Los Angeles was authorized to issue bonds to the amount of $150,000, and the city $75,000 to aid in the construction of the road. Work was begun soon after, and in the fall of 1869 trains were in operation from the landing at Wilmington to the junction of Commercial and Alameda streets. The depot was where the Los Angeles Milling Company's mill now stands.

In 1869 the city leased the water system to Dr. John S. Griffin, Prudent Beaudry and Solomon Lazard for a period of thirty years. The company was to pay $1500 a year for its privileges, put the system in proper order, and keep it so, and at the end of the period sell the plant to the city at a price to be determined upon. The stockholders in this company put much money in their purses during the thirty years, and a couple of years ago, after much contention, sold out to the people at $2,000,000.

With the opening of the next decade came the era of railroads for Southern California. Thomas A. Scott had been working on a project to construct a line from Texas to San Diego. The Southern Pacific was building down through the San Joaquin Valley from San Francisco to Los Angeles. For a bonus of about $600,000 the California company agreed to come down over the Tehachepi and Soledad passes and to go on to San Bernardino, with a branch from Los Angeles to Santa Ana. The old Banning line from San Pedro was also to be made part of this Southern Pacific system. In February, 1873, work was begun on the line eastward over in East Los Angeles, and construction was pushed southward from Bakersfield. Work was also begun from Los Angeles northward, and in September, 1876, connection was made in the Soledad Cañon by which Southern California obtained rail communication with San Francisco and thence East by the Central Pacific. By 1883 the line eastward through Arizona was completed through to New Orleans. Almost simultaneously with the Southern Pacific enterprise, Senator John P. Jones of Nevada began the construction of a railroad from Santa Monica

to Los Angeles, intending to push it on through Nevada to Salt Lake. The line from the ocean to the city was built. The failure of Jay Cook and his great Northern Pacific enterprise paralyzed all industries throughout the country, among them the road of Senator Jones. In 1878 the Santa Monica branch was sold to the Southern Pacific. The wharf at Santa Monica was demolished, but the road kept in operation. Los Angeles has had to wait twenty-five years for Senator W. A. Clark of Montana to take up the neglected thread of this enterprise and give Southern California rail connection with Salt Lake.

These railroad enterprises started what may be regarded as the first general real estate "boom" in Los Angeles. All the business of the city was done on Main and Los Angeles streets, a block or two north and south of Commercial street. Property on Spring street, which in early days had sold for $50 per lot, had risen to $40 or $50 a foot. In 1873 these prices were nearly doubled for a while, but with the Jay Cook failure in the East and the Ralston failure in San Francisco, a crisis reached Los Angeles, and the Temple & Workman Bank closed its doors, never to open again. Downey closed the doors of the Farmers and Merchants Bank. I. W. Hellman had been in Europe, and had arrived in New York almost on the very day of the Jay Cook failure. He hastened across the continent to San Francisco, and secured a large sum of money from his friends. With this he made his way with all speed to Los Angeles. The morning after his arrival he threw open the doors of the bank, and there was a great rush of depositors to get their money. As fast as they were paid off they rushed into the street with sacks full of coin. There was no other bank in the city whose doors were open. What should they do with their coin? One by one they began to venture back to the counter of the Farmers and Merchants Bank and offer their money for deposit. One of the tellers reported the situation to Hellman, and asked if these people might reopen their accounts. "Oh, no!" replied the banker. "They wanted their money; they have it; we do not want it back." That stopped the run. The Temple & Workman Bank remained closed forever, and Temple's real estate was thrown on the market. Portions of his land in the San Gabriel Valley, lying south of the Alhambra of today and stretching to the San Gabriel River, were sold for 50 cents an acre.

About 1867 Gen. Banning began an effort to get the Federal government to improve San Pedro Harbor. In 1869 George H. Mendell, a colonel of the Engineer Corps of the United States Army, was sent down from San Francisco to look over the situation. His report was very favorable. Congress appropriated $425,000 for the work, which later on was doubled, and with this the entrance was so deepened that sixteen feet of water was obtained on the bar.

LOS ANGELES IN 1856.

(1) OLD UNITED STATES HOTEL. (2) JUNCTION OF SPRING AND MAIN STREETS.
(3) LOS ANGELES STREET.

CHAPTER V.

THE MODERN EPOCH.

The history of the Los Angeles of today centers in the last two decades of the nineteenth century. The progress of the years had been slow. When California became American, the city of Los Angeles contained only about 1600 people. The great county of Los Angeles embraced nearly all Southern California, had but little more than 3500 persons. After twenty years, the census of 1870 showed a growth to 5614 in the city and 15,209 in the county. It was only about twice as large at the end of a decade; for just before the census of 1880 was taken, a mining excitement in Arizona drew off many people from Southern California. But influences were at work which were preparing for a period of advancement. The mission fathers had established the fact that Southern California soil was capable of producing marvelous results. The vine, the citrus family of trees, and the olive had been proved perfectly adaptable to the soil and climate of the country. L. J. Rose, J. de Barth Shorb and William Wolfskill had demonstrated this fact beyond the reach of controversy. In 1877 Shorb reported the sale of oranges from a seven-acre orchard at $7000. The crop was marketed in San Francisco. Wolfskill, in the same year, succeeded in shipping a carload to St. Louis, where the fruit sold at a profit, although the freight charges were $500. Such facts as these and the charm of the climate began to be known all over the country, and the eyes of many people began to turn to this portion of the globe.

But another mighty energy for the development of the country now began to make itself felt with new force. The existence of the weekly paper, The Star, has been noted. This was followed by The News, which, in 1867 to 1870, was the only daily in the State outside of San Francisco. In 1871 The Evening Express was founded by Jesse Yarnell, John Paynter and George A. Tiffany, all practical printers. Henry C. Austin, now a Justice of the Peace in this city, was the editor of the new paper, which was Republican in politics. Heretofore the public press had been Democratic. In 1873 C. A. Storke, now of Santa Barbara, established The Herald. In 1875 The Weekly Mirror was founded. This is now the weekly edition of The Times, which was begun as a daily in December, 1881. Joseph D. Lynch and the late James J. Ayres gained control of The Herald and Express. The local press began to tell the world at large of the many attractions held out by this part of the country to those in search of health or wealth. In 1880 The Herald put forth a midsummer illustrated edition, with articles on the soil, climate, orange culture, grape-growing and other local industries. This went to the ends of the earth. From that day to this, a period of over twenty years, no section of country ever had public prints so generally loyal to their section, so prescient as to the possibilities of a section, and so energetic in making these facts known to the world. Los Angeles city and all Southern California owe more to the local press and to the loyal, enthusiastic, energetic, able and eloquent newspaper men of the section than to any one other influence, if not more than to all other influences combined. The carefully-compiled matter that has been printed about the section in thousands of tons, and the eloquent praises of sun and soil, of scenery and opportunity to make money, have filled the world with detailed and intimate knowledge of all there is here to attract the seeker for health, for wealth or for pleasure.

The completion of the railroad to San Francisco and thence east by Salt Lake, and directly eastward through Arizona, opened the markets of the world to the products of Southern California, and opened this section to the health and pleasure-seekers of the wide world. Affairs were dead enough in 1880, and for two or three years following, but L. J. Rose was paying $20 a ton for grapes and the eastern markets were absorbing California fruits at remunerative prices. Still, of the comparatively few small and cheaply-built houses in the city, hundreds were untenanted. The owners would not rent them, so intent were they on selling and being done with a bad bargain, as they considered them. A house and lot could be had for less than the house had cost to build, and lots could be had at about any figure a buyer might offer. Col. Robert S. Baker, in 1875, had put up the Baker Block, a beautiful three-story structure, which to this day is an ornament to the city. In 1880 it stood almost tenantless. The census of this year showed that there were in the city a little over 11,000 people, and 33,881 in the county, which, by this time, had been cut down by the erection of San Bernardino county, Santa Barbara and Ventura counties, so that it embraced only the territory of Los Angeles and Orange counties as they are now. Things moved very slowly for the next three years, but new blood had begun to come in. In the central part of the State there had been a very substantial increase in the value of lands suitable to the production of grapes or of deciduous fruits. Shrewd men began to turn their eyes to Southern California, where values were still very low. The conditions were slow to change. In 1882 T. D. Mott found some difficulty in selling 120 feet on Spring street by 165 on Fifth, the northwest corner, with a brick house of some pretensions on it, for

$3750. The same property had been sold in 1869 for $5000, and resold to Mott at the same price in 1873. In 1876 an offer of $9000 was refused for it, the asking price being $10,000. With the incoming of new blood and capital, in 1880 to 1883, things were beginning to change. The newcomers began to pick up unimproved property from the hands of the discouraged "old-timers" at very low prices. Along the crest of Bunker Hill lots were still pressed on the market at $5 a front foot and up to $10 on Grand avenue, then called Charity street. But tenantless houses began to grow scarce. By 1883 there were hardly any left. Then newcomers were obliged to buy lots and build houses. Property began to rise in value. The Express urged the property-holders on Spring and Main streets, near Temple and Commercial, to purchase the old Courthouse site, where the Bullard building now is, fronting on Main, Spring, Market and Court streets, and hold it to present to the Federal government as a site for a Federal building. The Supervisors offered to sell the property for $50,000. About this time St. Paul's Episcopal Church sold 120 feet on New High street by 165 on Temple, the southwest corner, now the Courthouse grounds, for $10,000. Population continued to increase, and new residences to be needed. But the new buildings were nearly all cheap, one-story cottages, costing $1000 to $1500, being the universal rule with hardly an exception. The corners of First and Spring streets were still occupied by shacks. Small cottages occupied nearly all the space on First street between Main and Spring. By 1884 a decided change had taken place. Hon. C. H. Washburn had enlisted capital to put up a plant to light the city by electricity. It was a small affair on the corner of Alameda and Turner streets. A little later he built an electric railroad from the corner of First and Los Angeles streets to Pico Heights, where the Electric Railroad Homestead tract was laid out and put on the market.

There were a few venturesome people who began to see the great future which lay before Los Angeles, and launched enterprises in advance of the times. In 1882 Remi Nadeau purchased the southwest corner of Spring and First streets and put up the Nadeau Hotel as it stands today. So far was this from the business center that no one would rent it for hotel purposes. It was used as a rooming-house for several years. A couple of years later the late Maj. George H. Bonebrake and Hon. John Bryson bought the opposite corner and put up what is now the Los Angeles National Bank building. It was in 1888 that these same two men bought the Spring-street school site, on the northwest corner of Spring and Second streets, and put up what is now the Bryson building. For this they paid the city $1000 per front foot. Meantime, L. J. Rose erected a three-story building on Main street nearly opposite the Baker Block. Other business blocks continued to be put up near the business center. Most of the business was still confined to the district lying between the Plaza and First street. The County Jail was an old adobe, where the People's Store is at the present time, on the corner of Spring and Franklin streets. The late Louis Phillips of Pomona paid $500 a foot to the county for this property, and some time later erected the building now on it. In 1884 or 1885, Earl B. Millar erected a three-story brick building on the west side of Broadway, about midway between First and Second, and there were few people in the city who did not wonder if he would ever get a tenant to occupy it. By this time new people were coming in pretty freely. Railroad fares from the East had fallen a little. N. C. Carter and Phillips & Judson, men who had come here, one for health, the others for business considerations, began to go East and gather up parties to visit California on reduced rates for railroad travel. More houses continued to be built. There came a demand for building lots more remote from the business center, and tracts as far out as Pico and Figueroa streets were put on the market. The newcomers began to put up more pretentious houses. The cottage costing $1000 to $1500 gave place to two-story houses costing $2500 to $3000; but the progress was not at a rapid pace until quite up to 1885.

The Santa Fé Railroad Company had been building in the Southwest for some years. The road had reached The Needles on the Colorado River, where it connected with the Mojave branch of the Southern Pacific. They had built to Guaymas in the State of Sonora, Mexico, and had a connection with the Southern Pacific at Nogales. One day the late C. P. Huntington, who had charge of the financial affairs of the Southern Pacific, found himself in need of a million dollars. He needed it at once, and he needed it very much. Money was not easy. He obtained what he wanted by selling the Mojave branch of the road to the Santa Fé, the Guaymas branch of the Santa Fé being turned over to the Southern Pacific. The Santa Fé proceeded to build from Barstow through Cajon Pass to Colton. Having made trackage arrangements with the Southern Pacific, access was had to Los Angeles. California oranges had begun to reach the markets of the East. At New Orleans in 1884 the California fruit had taken the first prizes. The newspapers had been for five or six years heralding the praises of the section to willing ears all over the country. The railroads made more and more favorable rates to the Coast. Personally-conducted excursion parties became frequent and were well patronized. The eastern railroads sent out regular agents to work in Los Angeles. A war of railroad rates brought fares lower and lower, until they reached $25, and for months people could come to the Coast for that much. The fare had been as high as $150; then $100. For a few hours on one day the rate for a trip across the continent fell to $1. Then a truce was made, but the rates remained very reasonable as compared with what they had been. In 1886 nearly all the railroads were running excursion trains at low rates, and the people poured in. The newcomers knew of the

army behind them, and began to gather up "corner lots" and "choice residence sites" in all parts of the city. The pioneers, who never dreamed of what was coming, were willing sellers. The "tenderfeet" held for a rise, and made those who came a week later pay it.

So the "boom" began.

PALM DRIVE, JOHN SINGLETON'S GROUNDS, LOS ANGELES.

CHAPTER VI.

THE GREAT "BOOM."

The speculation in real property which prevailed in Southern California in 1886 and 1887, forcing values up at a rate never before experienced in so short a time, has been known ever since by the slang term, "The Boom." Abroad its history has never been correctly told, nor its reasons comprehended. From the time the Americans came to California, up to nearly 1880, agriculture was more or less neglected in all sections. Stock-raising and gold mining seemed the only pursuits worthy of any attention. In the drought of 1861 the small population of the State almost starved for bread, flour having to be brought from the East. On many a league-long ranch milk, butter, potatoes and vegetables of all kinds were unknown, excepting as they were brought in from the outside. Farmers raised hogs and drove them 250 miles to San Francisco, and at the same time used on their own tables hams and bacon cured in Chicago. When Isaac Friedlander began to grow wheat in the San Joaquin Valley for export, Californians regarded him as more or less lacking in common sense; but by 1880 wine grapes and deciduous fruits, such as peaches, plums and prunes, had become important crops in the counties around San Francisco Bay. Before this time, such pursuits received little attention in Southern California. The orange had come to be regarded as worthy attention. Both city and country properties were selling slowly at prices far below their intrinsic value. With the inflow of new people the point of view began to change. Grapes at $20 a ton were recognized as profitable to the grower. The "tenderfeet" of the three years, 1885 to 1887, inclusive, had seen cities in the Central States grow up like the fabled gourd of the Prophet Jonah. Townsites were given to the Santa Fé Railroad Company when the railroad began to extend through the section. The managers sent out agents who had had experience in Kansas and other States booming realty. These men understood their business. With brass bands and barbecues the crowds of tourists who had nothing to do were drawn to mustard-covered mesas and brown hillsides, where, in glib accents, the promoter told how soon a flourishing city was sure to spring up as if by magic from the ground, or fall by a miracle from the skies. The new arrival from the East one day bought a lot and lay in wait for the tourist of the next day to unload on him at an advance. Real estate agents flocked in from San Francisco, from Chicago and from New York. They painted broad banners, hired bands, bought whole pages in newspapers, and in every way fished for "suckers" in all waters. All along the railroads plots for cities were laid out, until the whole countryside was covered with white lot-stakes. Scrap-iron street-car lines were laid down from the railway station through the prospective cities. Holes were dug on hillsides, which were supposed to be for reservoirs to furnish water. In many cases, large expenses were incurred in laying down sidewalks, grading streets and building costly hotels. Prices went up! and up! and up! All classes lost their heads. The room which had been evident for legitimate increase in values was exceeded, and no one seemed to realize that there was any limit to the prices that might be paid for property. This inflation was not so marked in the best property in the business centers, where revenues might be looked for. On the crest of Bunker Hill lots that had gone begging for buyers in 1882, at $300 each, were salable at $10,000. For three lots fronting on Bunker Hill avenue, Grand avenue and Second street an offer of $50,000 was refused. The holder lost it a few years later, under foreclosure proceedings, on a mortgage to secure a note for $13,000. Unimproved at the present time, it would sell for perhaps $30,000. All sorts and conditions of men and women came in on the cheap rates. They were "without distinction of race, color or previous condition of servitude." Women and young girls with less than $100 to their names became "plungers" in the realty market, and with their few dollars of spare cash tried to tie up property worth thousands, expecting prices to go soaring without limit, and that their contract for a deed on which $50 cash had been paid would be worth a fortune in ninety days. Be it noted, the pioneer and old-timer were not the promoters of these schemes. They willingly sold their property before the great game of inflation began, and were out of the market. The newcomer who had seen things done in Wichita or elsewhere was the one who made the big profits in corner lots, or who took a check for $50 or $100 on a contract, the balance to be paid in sixty days, with the certainty that the deposit would be forfeited and his lot returned to him at the end of the two months. But inexperienced women were not the only ones that lost their heads. Men of affairs whose hair was turning gray plunged deep enough to ingulf themselves and their fortunes in the end. Mortgages went on record as fast as deeds, and the obligations to pay generally exceeded the "spot cash" in the transactions. The banks were the first to take a conservative view of the situation. They refused to finance any more deals in outside townsites, or in new subdivisions in the city. One of the daily papers put a man on for a month to make a table of all the mortgages on the property in Los Angeles county. This table showed when the mortgage was recorded, the

amount of the note, when due, and a legal description of the property. When the work was done, the exhibit of indebtedness was so colossal that the paper did not dare to make public the knowledge in its possession. Soon these obligations began to come due, and there was so active a demand for money that interest rates, which had been 6 per cent., where the debt was part of the purchase price of the land, and up to 8 per cent. in other cases, ran up to 13 per cent. The local banks were very loath to lend money freely, but a San Francisco savings bank came in and loaned $3,000,000 in a few months. The agent of the bank made these loans so judiciously that very little of the property had to be taken for the debt, and what was taken was sold later, so that the bank lost nothing. Of course, scores of people whose load of debt was out of all proportion to the value of the property, could not borrow at all, and were foreclosed out of all they had. Fortunes on paper were obliterated, and men who had been clerks, mechanics or day laborers before they reached Los Angeles in the "boom," then had blossomed out into financiers, set up costly establishments, with three or four servants and a carriage, counted their wealth at thousands, tens of thousands, hundreds of thousands, found themselves keeping house in three furnished rooms at $20 a month, and their wives doing the cooking and washing, as they had done before. There are men in Los Angeles today who are practically pensioners on the public, who rolled in wealth for a few months during the "boom." It was no infrequent thing for a real estate agent to make a thousand dollars by writing his name twice in the same day. He took an option on a lot, put up a hundred dollars, got the purchase reported on the street, and before night assigned his contract to someone else, who paid him $1000 to get the "bargain." "Millionaires of a day" these rich men of the great "boom" have been aptly called.

During this time of speculative excitement, good orange groves were either neglected or cut up into town lots; the rich alfalfa pastures were allowed to die out, the owners being too busy selling real estate to cultivate their farms. The idea was that the whole country, from Tehachepi to the Mexican border, would be needed for building sites, 25-feet front by 150 deep, to supply the demand. From 1000 to 2000 new people a month were arriving, and it looked as if the whole human family were coming here to live "on climate and swapping corner lots."

The "boom" collapsed in just about twenty-four hours, and the people woke up from a pleasant dream to a very serious reality.

The "boom was burst."

RESIDENCE OF ROBERT F. JONES, SANTA MONICA.

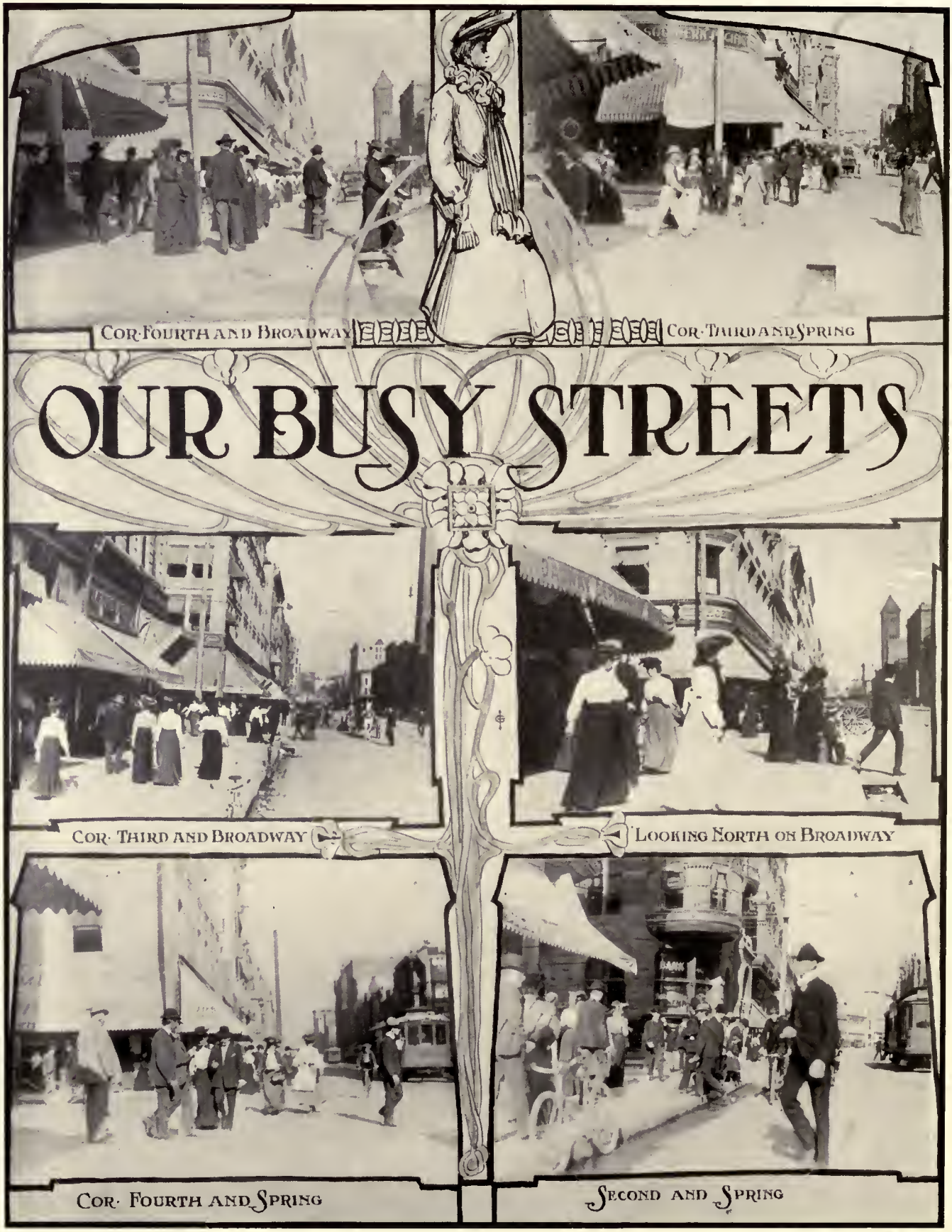
CHAPTER VII.

AFTER THE CRASH.

The causes that led to the collapse of the "boom" were various. Besides the unjustifiable inflation of values, the laying-out of six townsites where there was room for only one, and the laying out in the city of subdivisions to furnish homes enough for half a million people, affairs all over the country were not prosperous. Business men were making less money. Mr. Cleveland's first term as President was coming to a close, and his last message to Congress disquieted men's minds. Again, one of the best-paying industries in California, grape-growing, was threatened with extinction. The mysterious disease, which destroyed almost every vineyard in Southern California, was doing its work. In two years the industry south of Tehachepi was wiped out. The white cottony cushion scale was threatening a similar fate to the orange groves. Eastern papers, which, with a few exceptions, knew little or nothing of Southern California, ignorantly attacked the section. It was contended that there was little here of a permanent nature; that the "boom" had no basis whatever to rest on; that the collapse was natural, and that conditions would slip back to those prevailing as a rule during a century of little progress. There was a notable exception to this hostility of the eastern press. That was the New York Sun. In 1883 Charles A. Dana paid Los Angeles a visit. He made a special study of all conditions, social and climatic, and of the soil and its products. He saw that there was a basis for natural, legitimate growth here, and, in a series of specially-prepared editorial articles in The Sun, contended that there lay a great future before Southern California. There is no doubt that these articles did much to stem the rising tide of prejudice against the section created by the press generally. Meantime, the local press came gallantly to the defense of the country. The Santa Fé Railroad had just been completed, and was spending a good deal of money in branch lines. Passenger rates from the East were reasonable. Thousands of persons had spent a winter or a year in California, and had returned to their eastern homes to spread abroad the praises of a land where snows were unknown; where frosts were never heavy nor of long continuance; where fields were clad in vivid green in January; where roses bloomed all winter long, and mocking-birds made the mornings vocal with song. In 1880 all Southern California contained only about 64,000 people. In 1890 this population was over 200,000. Here were over 136,000 newcomers, who were writing to their friends at the East to come here and enjoy a climate which, winter and summer, "let people alone." It was not a struggle against the cold in winter, nor against the heat in summer. Then the people had been driven back from speculation in real estate to cultivate the soil. The planting of new orange groves began. There was a great demand for food for the increased population; butter, eggs, cheese, poultry and other articles of food were coming from the East. The production of these, here, began in earnest. The damp lands were seeded to alfalfa, and herds of grade cows were multiplied. So great was the demand for young orange trees that those that had the first ready to put in orchard rows got as much as $10,000 for the nursery stock on a twenty-acre patch.

A "special providence" has seemed to take care of Los Angeles. In 1888 Chicago people came in here and bought up the old street-car lines, out of which they proceeded to construct a cable-car system, which extended over the greater part of the city. This cost, perhaps, $2,000,000, most of which was paid out in wages. Then came the Oxnard Brothers, and put up a great sugar factory on the Chino Ranch. The people of the city and of the surrounding country manifested supreme courage. They never lost faith in their city or district. In Los Angeles the building of streets and sewers, including the great outfall sewer, was carried on vigorously in the face of the collapse. The City Hall was completed, as also the County Courthouse. In 1890 a syndicate of San Francisco capitalists came here and spent perhaps $2,000,000 in a system of electric railroads, and that kept things moving all one hard winter. Laboring people had work, and that kept other business interests from suffering loss. So, also, the year after the "boom" burst, Thomas B. Burnett came out from St. Louis. He was backed by ample capital, representing, as he did, Richard C. Kerens and Geo. B. Leighton. These people proceeded to construct the Terminal Railroad system, on which in the next few years more than $3,000,000 was expended. The Santa Fé kept building local lines, one, to San Diego, being ninety miles long. The Southern Pacific built from Saugus to Santa Barbara.

When Hannibal defeated the Roman legions at Cannæ, the Senate passed a vote of thanks to Varro, the Roman general, "because he had not despaired of the Republic." The Senate also set up for sale at public auction the land on which the victorious Carthaginian was encamped, and it sold at its full value. The same indomitable courage burned in the hearts of the people of Los Angeles when the great speculative bubble burst. In 1888 the Chamber of Commerce was organized, gathering in its membership all the resolute, determined,


COR. FOURTH AND BROADWAY
COR. THIRD AND SPRING
OUR BUSY STREETS
COR. THIRD AND BROADWAY
LOOKING NORTH ON BROADWAY
COR. FOURTH AND SPRING
SECOND AND SPRING

progressive spirits of the city. This noble band began at once to work with wisdom and energy in all ways for the prosperity of Southern California. For fifteen years this great work has been carried on without interruption. Tons of printed matter, millions of carefully-written words, have been sent on their "winged way" to tell of the most charming land on the footstool of the Most High, and of the most beautiful city inhabited by the human family. By the far foresight and open-handed liberality of this band of earnest business men, exhibits of the products of Southern California have been made at New Orleans, at Atlanta, at Chicago, at San Francisco and at Buffalo. Foreign countries have been invaded, and the wines, fruits, minerals and manufactures of this section have been made familiar to the world.

And the "bursting of the boom" became but as a little eddy in the great stream, only as the intermission of one heart-beat in the life of the pulsating section so full of vitality and resources for growth. In population, in material wealth, in moral development and spiritual uplifting, this Land of Sunshine has gone on increasing at a pace never before known. The several enumerations of the census, national or local, the assessments of property for taxation, the records of building and all other indices of growth, combine to demonstrate that there was scarcely a halt in the development of Los Angeles or of the beautiful towns springing up around this metropolis of the Great Southwest. The speculative inflation of values was all that perished in the collapse. The great solid substratum of merit remained, and the work of building up a great commonwealth was scarcely checked for a day.

RESIDENCE OF T. H. DUDLEY, SANTA MONICA.

CHAPTER VIII.

SOME DULL DAYS.

The opening of the last decade of the nineteenth century brought financial trouble so widespread that hardly any portion of the civilized world escaped. The great Baring Brothers' ventures in Argentina began to bear their bitter fruit, and the embarrassment begun on the banks of the Rio de la Plata affected London, then New York, and on to San Francisco and Los Angeles. Industries were paralyzed for lack of funds at all centers. The change of national administrations in the United States after the election of 1892, and the long struggle to pass a new tariff bill, accentuated the difficulties in this country. Meddling with tariff schedules or with the coinage laws of a country must always result in commercial disturbance. The long-drawn-out contest, lasting eighteen months, over the Wilson Tariff Bill, was disastrous to business. In 1894 came the railroad strike, precipitated by the wild and vicious leadership of Eugene V. Debs. This tied up nearly all the railroads in the country for weeks.

The inevitable result was industrial stagnation. Coming as all these influences did so soon after the unbridled speculation of the real estate "boom," kept things in a state of chronic dullness more or less acute. That the condition was no worse was owing to the indomitable courage of the business men of Southern California, and to the really superb resources that underlie our progress. In 1888, the year after the "boom" collapsed, the late Maj. George H. Bonebrake and his business associate, Hon. John Bryson, erected the solid and handsome building on the corner of Spring and Second streets. As evidence that there was no unnatural inflation in the values of central business property, it is enough to note that the city received $1000 per front foot for the lot on which this building was erected. Today it is worth $2500 per foot, with the building removed. It was a handsome five-story building as originally put up. Mr. Bryson has just completed the addition of two more stories. In 1887 the Witmer Brothers and their associates put up the California Bank building, on the corner of Second street and Broadway. The Y. M. C. A. directors, a year or two after, in the midst of the dull days, erected the handsome building occupied by that admirable organization until a few weeks ago. In the next year or two John M. Griffith, one of the early pioneers of Los Angeles, erected the Potomac building, and in 1892 Judge John D. Bicknell erected the building occupied by the Los Angeles Furniture Company. Dr. Edgar followed with his building, and the Byrne estate with that on the corner of Third street and Broadway; and then Harris Newmark, one of the very early and progressive pioneer merchants of the city, put up the Blanchard Hall building, making this block, on the west side of Broadway, between Second and Third streets, a typical Los Angeles block. It illustrates the progressive spirit, the courage and enterprise of the people of this metropolis, for it was all done just after the collapse of the great "boom," in the face of the world-wide stagnation prevailing between 1890 and 1896. Following down Broadway, on the next block, in these dull days, Homer Laughlin put up a six-story fire-proof building, which would do credit to Chicago or New York. The Bradbury estate erected, on the corner of Broadway and Third streets, another building of the same modern type and in the most substantial and lasting manner. The cost of building was low in these years, and these far-seeing business men saved large sums of money by building when they did. Incidentally they showed their confidence in the future of Southern California, gave employment to many worthy men in need of the wages they received, and held the city from going backward. Simultaneously came in the late T. D. Stimson, who erected a handsome six-story building on the corner of Spring and Third streets, called the Stimson building, and as soon as that was completed, began another, the Douglas building, on the opposite corner of the same streets. Others of like spirit put up similar business edifices on other parts of Spring and Broadway and on the cross streets. The result was that less stress was felt in Los Angeles and in the surrounding towns and country districts during these years of hard times than in any other section of the country or portion of the world.

But it was not all flush times. Business and industrial affairs were good only by comparison with conditions elsewhere. By the year 1895, in the winter lapping over into 1896, there was a good deal of distress among the class of people who live from hand to mouth on their daily wages. So sore was the distress that a public subscription was taken up to put the unemployed at work in the public parks. Elysian Park was greatly improved by the use of this money—more than $25,000—and many worthy people were thus saved from suffering the actual pangs of hunger.

Meantime, out in the country, orchardists were paying close attention to their trees, and the crops of citrus and other fruits were increasing. Prices were not high, but there was a margin of profit. The keeping of dairy

cows was extending; farmers began to pay more attention to fowls, and less money went out of the section for butter, cheese, eggs and dressed poultry.

During the whole of this period the inflow of new settlers was little checked by the dull times at the East. The population increased every year, including that after the "boom" collapsed. More or less new homes were called for, and the building of these gave a large number of men profitable employment. Many men of large wealth came not only to this city, but to North Pasadena and to all the foothill country. Some of these erected palaces for their homes. Thomas D. Stimson, already mentioned in this chapter, put up a home on Figueroa street which must have cost $100,000. In 1894, in almost the worst of these dull days, Mrs. Eliza Wilson erected a fine block on Broadway, which very properly bears her name.

Before the "boom" collapsed the newspapers of the city were expanded out of all proportion by real estate advertisements, for which liberal prices had been paid. With the collapse, this business fell away. To cut the papers to the needs of actual business and the measure of their income under the new conditions, would have been to betray the "nakedness of the land" to the eyes of outsiders, who were only too ready to proclaim the fact that Southern California was no longer a place to attract men with capital. To fill the place once occupied by paid business, the newspapers—and The Times may claim the credit of occupying the head of the class in this respect—printed more and more of the best obtainable reading matter at hand. Matter descriptive of the attractions of the climate and soil of Southern California was given preference. The Midwinter editions of this journal, filled to the extent of nearly a hundred pages with the most carefully-prepared matter of this character to be had, were sent out in tens of thousands. These articles on the attractions and resources of the section were published "without money and without price."

Soon after the close of flush "boom" times, the late Joseph Bayer sank an oil well out near the junction of Second and First streets. The Witmer Brothers had run a little cable road up Second street out there, and opened the western hills to settlement. Indications of oil had been noted there for years. Bayer's well was successful in a small way. Edward H. Doheny, an expert oil man from Western Pennsylvania, hearing of the discovery, put down wells, out of which small results were secured. The field soon extended widely, and the production of oil was rapidly increased. This had a marked effect on the prosperity of the city. But this oil industry will be fully treated in pages following.

Never did the world see so great a real estate "boom" as that of Los Angeles and Southern California in 1885 to 1887. Never was there such a crash in realty as that of 1887. Never did a city and section suffer so little and recover so quickly from a collapse as was seen in Southern California, and particularly in Los Angeles. When the uplift in values began, property was abnormally low, the possibilities of the section considered. A large part of the increase in prices was entirely justifiable. At the time of the collapse the eyes of the world were turned to Los Angeles, and the many attractions of this part of the country had been made known to multitudes. The people whose homes and interests were here knew what there was of substantial worth. They never lost courage, but proclaimed from the housetops in the ears of the world the truth concerning their section. That is why the collapse was only an eddy in the steady stream of prosperity, a mere interruption in the heart-beats of progress in a section and city teeming with vital forces of industry and growth.

CHAPTER IX.

THE CLOSE OF THE CENTURY.

By the beginning of 1897 the disastrous effects of the Baring Brothers' failure in London had exhausted themselves. A long period of stagnation in industries in all parts of the world had depleted the stock of finished goods of all classes. In the United States the election of William McKinley to the Presidency, in 1896, had the effect of restoring confidence among business men, and at once affairs began to improve. This improvement grew with constantly-accelerating pace during the closing years of the century. All industries felt the stimulus of the new condition of affairs. The agitation in relation to silver coinage subsided in the United States. Silver mines that would not pay to work at the prices current for bar silver were abandoned, and miners turned their attention to seeking for deposits of gold. The search was successful in abundant measure. The discovery of the yellow metal in Alaska helped to swell the rising tide of the new gold supply. The great revival of manufacturing industries in all civilized countries, the highest point of activity being reached in the United States, is a fact too recent and too generally well understood to be yet a matter of history. In Southern California the government had begun to construct a great breakwater at San Pedro. Crops of citrus fruit were good, and the inflow of people became greater than since the year of the "boom." Railroads were busy, houses began to become scarce. Again activity in building houses began, and mechanics of all kinds found ready employment at good wages. People at the East were making money again freely, and felt that they could afford to spend some of their gains in travel. Many who for years had had their eyes turned to California as the home of their remaining years, found it possible to dispose of their property and business interests, where there was not too much sacrifice, and come out here at last.

In all times and places real estate is the last to show the effects of good times. But as money is made in other ventures, there always comes a disposition to put some of the surplus into property which cannot all "take wings and fly away." This took place to a remarkable degree in Southern California during the last year or two of the century. It might appear that the lesson of the boom and its collapse would have deterred wise men from investing in real property in Southern California. The fact is, the disasters of the collapsed "boom" were confined to people who bought beyond their means, or to those who put their money out carelessly in "wild-cat" townsites. Good lands in the territory south of the Tehachepi Pass never touched a point in values above their intrinsic worth in the wildest moment of the "boom." Many lost money who had tried to hold ten, twenty, fifty times more property than they could pay for. Others lost by thoughtlessly putting money into townsites on the tops of steep mountains, in river bottoms, or in poor lands at the price of good lands. There were instances of marvelous inflation of values, but this was not general. During the dull times there was selling pressure on really desirable business and residence property, and much of such character fell back below its intrinsic value. With the return of confidence, with the growth of population again and the constant demand for homes, and with the natural demand for new business ventures which were multiplying in all directions, real estate values began to grow firm and even to appreciate a little. Still there were a great many people who had been carrying an excessive load of unproductive property for ten or twelve years, and these were willing sellers at any price which would let them out of their investments without too much loss of capital. Many eastern people were coming in who wanted a winter home in Southern California, where they and their families might be exempt from the rigors of eastern blizzards and temperatures ranging from 20° to 50° below zero. There thus grew up an active demand for small tracts of land along the foothills. Pasadena grew very rapidly. Redlands became a city of considerable population. At Pasadena men of wealth, like Andrew McNally, the Chicago publisher, built for themselves handsome places. At Redlands the Smiley brothers were developing Smiley Heights into a paradise such as could hardly be matched elsewhere on earth. So many were the tourists who came to spend the winter that such men as I. N. Van Nuys were led to erect sumptuous hotels, like the Van Nuys in this city; and P. M. Green and others put up or added materially to similar hostelries in Pasadena and other cities. In the "boom" days, Walter Raymond, the conductor of excursions to Southern California, had put up a famous hotel, the Raymond, at South Pasadena. This had been destroyed by fire, and the site had stood unoccupied for several years during the business stagnation. With the turn of the financial tide, Mr. Raymond reconstructed the Raymond on the old site and on a scale far superior to the one destroyed by fire.

So the century passed into history with a revival of progress in the land where the great "boom" had collapsed. In 1880 the Federal census had credited the city of Los Angeles with a population of about 11,000 souls. The county had 33,000, and what is now Orange county was then in Los Angeles county. In 1890 the city had

51,000 people, and the county (although Orange county had been erected out of a large slice of the old territory,) had over 100,000. The census of 1900 gave the city 102,000 and the county 170,298. The growth from 1880 to 1890 astonished all who heard of it. It was an increase of about 40,000 for the city and for the county nearly 70,000. For the ten years between 1890 and 1900 the city showed a growth of over 50,000 and the county nearly 70,000.

THE OUTPOST, HOLLYWOOD.

This adobe, still standing on the country place of Gen. H. G. Otis, was the ranch house on the Rancho Cahuenga, and was the headquarters of Gen. Andres Pico, in command of the final remnant of the Mexican forces when the Americans took possession of Los Angeles and of California generally. The "treaty of peace" signed by Capt. John C. Frémont and Gen. Andres Pico is a very remarkable document.

American National Bank.
Frost Building.
Los Angeles Trust Building.

O. T. Johnson Building.
Conservative Life Building.

Chamber of Commerce.
Union Trust Building.
Bryson Building

CHAPTER X.

THE STORY OF TODAY.

As stated at the close of the last chapter, the Federal census of 1900 showed in the city of Los Angeles a population of 102,000. The third year of the new century is drawing to a close as this chapter is being prepared for the press. The population inside the city is growing at not less than 1000 a month. Careful estimates indicate a present population of between 140,000 and 150,000. Taking the Federal census of 1900 and the local school census of the same year, and comparing these figures with the school census of the spring of 1903, there results an apparent population of 136,000 at that time. This estimate is fully confirmed by the new connections made by the city water company, and again by the permits for new buildings issued by the Superintendent of Buildings for the three years since the Federal census was taken. Going back as far as 1894, the year when business stagnation had settled down over the United States like a pall, there was a good deal of building activity in Los Angeles. The permits for new buildings for that year amounted to $2,398,607. In 1895, when depression still existed everywhere else, there were new buildings put up in this progressive city which cost $4,033,496. Next year, the worst of all, the new buildings cost $2,622,291. There was no improvement in this line during the next two years, the new buildings costing $2,614,575 for 1897 and $2,283,005 for 1898. In 1899 business was still slow, the cost of improvements in the building line being $2,245,792. The century closed with a record of $2,489,000 for the year, marking a slight turn in the tide. No city of the same size in the country showed so great growth in this period of stagnation as did Los Angeles. The opening year of the century marked a decided improvement, $4,099,198 being expended on new buildings. In 1902 this was more than doubled, the record being $9,603,132. The year 1903 shows a far greater sum spent in new buildings than the figure for the whole of last year. The expenditure runs at an average of $350,000 a day for all the time. January, 1903, opened with a record of 486 permits for new buildings, to cost $1,908,455. For the first six months of the year the gross sum comes to $6,418,663, more than a million dollars a month. During the next three months there were taken out 1888 permits for buildings to cost $3,279,136. The first half of October has a record of 439 permits for new buildings, whose aggregate cost will be $888,995. There is no sign of any slackening in building through the year 1904. Architects already report plans for 1904 for new buildings to cost over $2,000,000. How pressing the need for these new structures is will appear from the well-known fact that wooden buildings of good construction are costing $400 a room for flats of about four to six-room apartments. Where the style is above the average of wooden buildings, the cost is $500 a room.

At the present time, residences costing $10,000 to $20,000 each are common. Some fine homes are costing as high as $50,000. There are now being constructed three business blocks of twelve to fourteen stories, with steel frames and pressed-brick facings, fire-proof in all respects and of the highest type of modern building. This style of edifice was first begun here by Homer Laughlin, the Bradbury estate and T. D. Stimson. The Lankershim building, the Henne building and the Frost building followed in similar substantial style. Such a structure, too, was the Van Nuys Hotel, and this was followed by the Angelus, erected by John W. Hunt. The acme was reached first in the Union Trust Company's building on the corner of Spring and Fourth streets, followed by Herman W. Hellman, on the opposite corner, and then by H. E. Huntington, on the corner of Main and Sixth. There is nothing superior to these three structures in any city on the globe. The most modern methods known to the building trades are observed in all the details of these structures. The Times Building, on the corner of First and Broadway, is undergoing transformation and enlargement.

Whence comes all this impetus in the building line? First, from the general prosperity existing throughout the whole country and the concentration here of so many men of great wealth. But most of all from the magnificent development made in and about Los Angeles by a syndicate of four great men. When the late C. P. Huntington passed away, leaving a vast fortune of about $30,000,000 to his nephew, Henry E. Huntington, Los Angeles was familiar ground to the enterprising possessor of this great sum. The Huntingtons are of the type of people who do things. They are builders. One of the closest friends of the Huntingtons on the coast for years has been Isaias W. Hellman. These men associated with themselves Christian de Guisne and Antoine Borel of San Francisco. These may be called the "Big Four" of Los Angeles. Securing control of the street-railway system of the city, they proceeded to spend a couple of million dollars in putting it in as good condition as skill and money could do the work. They then went on to construct electric lines to all important points within twenty or thirty miles of Los Angeles, making a great network of roads, radiating like spokes of a wheel,

The City of Today
PROGRESS
In the Wholesale District -
Birds-eye View of Los-Angeles
In The Shopping District -
North Broadway From 3rd St.
South Spring St.
BAKER BROS FURNITURE CARPETS DRAPERIES
Main St Cor. 3rd.

with the city as the hub. They have put in something like $5,000,000 a year in this new work, giving employment to an army of men and putting a flood of money into circulation week by week. Great car barns and a system of shops for the repair and construction of cars form another important feature of this enterprise. Shortly before the close of the last century, the Hook brothers came from Denver to Los Angeles and put in a competing system of electric roads of the best type, covering certain portions of the city. The activity of the Huntington-Hellman syndicate stirred up their competitors, and the Hooks built lines to the beaches. During the last few months the Huntington syndicate has acquired complete control of the Hook system. About ten years before this, Gen. M. H. Sherman and E. P. Clark constructed a well-built and thoroughly-equipped electric road to Pasadena, and to the beach at Santa Monica. The Huntington interests secured the Pasadena road, but the Sherman-Clark interest kept control of the line to Santa Monica. This they have improved by building a cut-off to shorten the distance, and at the same time reach the beach at new points. The outcome of all this is that Los Angeles has a system of urban and interurban rapid-transit roads surpassed by no city in the country, and matched by only two or three. The work is by no means done. Construction is going on in several directions, at a pace as rapid as at any previous time. The plans of the "Big Four" are far-reaching, contemplating lines to San Bernardino, Riverside and Redlands, on one side, and Santa Barbara on the other, with a possibility of going as far as San Diego, south, and San Francisco, north.

Another factor in the great development of the immediate past, of the present moment, and of the immediate future, is the interest Senator W. A. Clark of Montana has taken in Southern California. The success of the Oxnard Sugar Factory, at Chino, suggested to Senator Clark and his brother, J. Ross Clark, that there was an opening here in this industry. Six years ago or more they purchased a large tract of land between Anaheim and the ocean, on which they put up a large sugar factory. This brought this enterprising man of affairs frequently to Los Angeles. When T. B. Burnett came here, some dozen years ago, and, as the representative of Hon. Richard C. Kerens of St. Louis, George B Leighton of Vermont and others, spent from $3,000,000 to $5,000,000 on the Terminal Railroad system, the plan was to build on to Salt Lake. Then came the years of general depression, and the plan lay in abeyance. It remained for Thomas E. Gibbon of this city to find the one man in the United States to take up this great enterprise. That man must be free from all other railroad entanglements, and must be able to build the road in the face of the strong opposition existing roads were sure to raise. Senator Clark was not a railroad man, and his annual income was so colossal that it would suffice to build the road without selling a bond. Gibbon found the right man, and consummated the sale of the Terminal road to that man. Senator Clark at once began the construction of a railroad on the most advanced modern plan, with the finest roadbed, the heaviest steel rails and the best equipment known in the American railroad world. The line to San Pedro was practically rebuilt, and then a new line was begun to Pomona, thence to Riverside, ultimately to go over the mountains and on to Salt Lake. It is an open secret that those in control of existing lines, which were to be practically paralleled by Senator Clark's enterprise, put every possible obstacle in the way. Their efforts proved futile, and the outcome has been that Senator Clark has secured the branch of the Oregon Short Line, running in a southwesterly direction through Utah into Nevada. As 1904 opens, large forces of builders are at work in Utah and on the California end of the San Pedro, Los Angeles and Salt Lake road, pushing on to complete the gap between this city and the Great Salt Lake.

Such is the condition of affairs in these opening days of 1904. Population in Los Angeles is increasing at the rate of 1000 a month. The Huntington-Hellman syndicate is spending three or four million dollars a year in building a network of interurban railroads all over Southern California. Senator Clark is rushing work on a new transcontinental railroad, which will give Los Angeles five several connections with all points of the compass, northerly and easterly. The government is spending half a million dollars a year in making accommodations for ocean-going vessels at San Pedro, with an inner harbor at Wilmington. The people of Los Angeles generally are spending over a million dollars a month in the erection of new edifices in the city. All the surrounding towns are growing apace, and the country is filling up as rapidly, or nearly so, as the city is. The citrus crop now on the trees, and soon to come on the market, is estimated at 35,000 carloads, over 10,000,000 boxes, worth probably $10,000,000 to the growers, and nearly, if not quite, $20,000,000 to the section, including picking, packing and freight charges.

Here, fortunately, Labor is free and Capital not unwarrantably restricted. There is scarce a cloud on the sky of the industrial situation in Southern California. Here is going on the most remarkable development ever known to mankind, and it seems destined to go on without let or hindrance for an indefinite time to come. There appears no influence likely to check, for long, prosperity in this section for the next fifty years to come. Judging the future by the past, the conclusion is forced on the mind of those who think, that prosperity is to be the lot of all deserving people who dwell in Southern California, almost in spite of any events that may come elsewhere, no matter how depressing their influences may be.

First Presbyterian
First Methodist Episcopal
Jewish Temple B'nai B'rith
First Congregational
First Baptist
Church of the Unity

There are thirteen commercial banks in Los Angeles, with a combined capital and surplus of over $7,000,000, and deposits of nearly $30,000,000. There are nine savings banks, with nearly $17,000,000. The clearances for the current year will come to more than $250,000,000.

There are 134 churches, embracing all the principal denominations of religion. They are presided over by faithful pastors and eloquent preachers, and the membership indicates that religious enterprises share in the general prosperity.

In the city are sixty-three public schools, including a State Normal institution, with an attendance of over 1000 pupils. There are ten private schools. There are over 600 teachers and over 30,000 children who attend.

The Public Library contains a total of 80,000 volumes, and the circulation last year amounted to 806,000, which is one book in every ten days for each family in the city. This indicates a very high grade of intelligence.

AMERICAN MAYORS OF LOS ANGELES CITY.

1850	A. P. Hodges
1851	B. D. Wilson
1852	John G. Nichols
1853	A. F. Coronel
1854	Stephen C. Foster
1855	Thos. Foster
1856	Stephen C. Foster
1857-8	John G. Nichols
1859	D. Marchessault
1860	H. Mellus
1861-4	D. Marchessault
1865	José Mascarel
1868-9	C. Aguilar
1869-71	Joel Turner
1871-2	C. Aguilar
1873-4	J. R. Toberman
1875-6	Prudent Beaudry
1877-8	F. A. McDougal
1879-82	J. R. Toberman
1883-4	Cameron E. Thom
1885-6	E. F. Spence
1887-8	Wm. H. Workman
1889	John Bryson
1889-92	H. T. Hazard
1893-4	T. E. Rowan
1895-6	Frank Rader
1897-8	M. P. Snyder
1899-1900	Fred Eaton
1901-4	M. P. Snyder

POPULATION.

	City.	*County.*
1850	1,610	3,530
1860	4,399	11,333
1870	5,614	15,309
1880	11,183	33,881
1890	50,395	101,454
1900	102,479	170,298
*1903	140,000	

*Estimated.

ASSESSMENT VALUATIONS ON CITY PROPERTY.

1860	$ 1,425,648	1888	$ 39,476,712
1870	2,108,061	1889	46,997,101
1880	7,259,598	1890	49,320,670
1883	12,232,353	1896	52,242,302
1884	14,232,353	1898	60,930,266
1885	16,273,535	1899	64,915,320
1886	18,448,535	1900	67,576,047
1887	27,803,924	1903	109,923,823

ASSESSMENT VALUATIONS ON COUNTY PROPERTY.

1870	$ 6,918,074	1888	$102,701,629
1883	26,138,117	1903	164,620,322

EAST 28TH AND SAN PEDRO STS. 10 ROOMS
TEMPLE AND CUSTER STS. 10 ROOMS
SCHOOL of LOS ANGELES
EAST SIXTH ST. NEAR MAPLE AVE 10 ROOMS
WEST 21ST AND NORWOOD STREETS 10 ROOMS
SPRING ST SCHOOL
SENTOUS ST. SCHOOL
GRIFFIN AVE SCHOOL
KNOWLEDGE SUCCESS
TEMPLE ST. SCHOOL

OUTSIDE TOWNS.

Of the outside towns in Los Angeles county, the oldest is San Gabriel, founded by the mission fathers in 1771, at the old mission, and the present village a few years later.

San Pedro became the embarcadero, or port, to Los Angeles and the back country as soon as the Mission San Gabriel and Pueblo Los Angeles were founded.

El Monte was one of the first villages founded by Americans. In 1852 J. A. King, William B. Lee, Samuel King and Dr. T. A. Mayes settled there. A year later T. A. Garey, still living and for fifty years known as one of the most skillful horticulturists in Southern California, settled at El Monte.

J. H. CLARK'S RESIDENCE, SANTA MONICA.

Among other early settlers were Ira W. Thompson, Samuel M. Heath, Dr. Obed Macy and F. W. Gibson. In 1857 there were fifty families there.

The first "colony" founded in Southern California was at Anaheim, where a large number of German people settled in 1857. Gen. Banning settled at Wilmington in 1858.

Antonio Maria Lugo settled near Downey in 1855. About 1860 ex-Gov. John G. Downey obtained possession of a part of the Rancho Santa Gertrudes, and after the war a number of Southern people settled, first at Gallatin, near where Rivera is now, but Downey City soon took the lead.

MRS. G. S. HOLMES' RESIDENCE, OCEAN VIEW AVENUE, SANTA MONICA.

In 1860 Senator John P. Jones and Col. R. S. Baker secured possession of the lands above Santa Monica, and a city began to loom up there soon after.

In 1873 the "Indiana colony" bought the San Pasqual Rancho from Dr. John S. Griffin. This was the beginning of Pasadena.

In 1874 Rev. Chas. F. Loop settled at Pomona, and largely through his enterprise the foundations of that city were laid. He was one of the earliest in the State to promote olive growing, both for making oil and pickling, making a special visit to France and Italy, whence he imported several new varieties of olive trees.

Monrovia and Whittier and many smaller places are the outgrowth of the great "boom."

MEN OF ACHIEVEMENT.

HENRY EDWARDS HUNTINGTON.

"PEACE hath her victories no less renowned than war" is an axiom than is usually assented to by most people in a perfunctory way. Yet it must be admitted that up to the close of the nineteenth century the man of peace played but an insignificant role in the drama of life, in comparison with the martial hero. During the past few years there has been noticeable something of a change in this respect in the Anglo-Saxon world. Our great captains of industry are coming into their own. This is right, for surely if the man who causes two blades of grass to grow where one grew before is deserving of credit, how much more so, then, the man who furnishes profitable occupations for thousands, and creates happy homes in the wilderness. This page is devoted to a brief mention of some of the leading achievements of one of these captains of industry, H. E. Huntington, during his brief residence of five years in Southern California.

HENRY EDWARDS HUNTINGTON.

Henry Edwards Huntington is a native of Oneonta, N. Y., where he was born in the early '50's. After acquiring an education in the best schools of the day, he early commenced his business career. For a number of years he was identified with various important enterprises in the East and South, before finally coming to California, where he at once became connected with his extensive interests in the management of the Southern Pacific Railroad.

By common consent, the birth of Los Angeles, as a modern American metropolis, dates from the 9th day of November, 1885, when the last spike was driven on the Atlantic and Pacific Railway, at the Cajon Pass, thus completing what this city had long yearned for, a new route from the Atlantic to the Pacific, providing competition in overland railroad transportation. It is not unreasonable to claim that the second stage in this era may be properly reckoned to have commenced thirteen years later, when, in October, 1898, Mr. Huntington, having sold out his interests in the street-railway system of San Francisco, purchased, with his associates, the Los Angeles street railroads, or the major portion of them. After the subsidence of the great real estate boom of 1886-87, which followed the arrival of the Santa Fé system in Southern California, there was something of a lull in Los Angeles. There was no crash, but a breathing spell, during which our people had a chance to take stock and see where they stood. Then followed an era of building and steady but unsensational development. It took about a year after Mr. Huntington's identification with the interests of this section for our people to realize what it meant to Los Angeles and Southern California. Then began an upward movement that has astonished the country. Without going into details, it is sufficient to state that the assessed valuation of property in Los Angeles county, which in 1898 was $90,819,643, had risen in 1903 to $169,268,166, and that the value of buildings erected in Los Angeles city during

the past year amounted to about $13,000,000. Some chronic complainers may perhaps charge that a large percentage of this increased assessment is directly due to Mr. Huntington's activity. Perhaps they are right.

Twenty years ago there were in Los Angeles a couple of horse-car lines, the little cars making infrequent trips Three years later, at the time of the real estate boom, two short lines of cable road were operating on the western hills, one on Temple street and the other on Second street, and a rickety sort of an electric line—said to have been the second in the United States—was being built out Pico street by a real estate speculator, who had subdivided a tract at the end of the line. A few years later a cable system—called complete for that time—was built, at large expense, involving heavy financial loss to Chicago capitalists, upon whom the bonds were unloaded, and who have doubtless not yet forgotten it. This system was solidly constructed, as was realized when it became necessary to tear up the roadbed of the cable. The motive power was subsequently changed to electricity, and then, as stated, passed into the hands of the Huntington syndicate, in October, 1898. Los Angeles people considered this a very good railroad system at the time, and were rather proud of it, but Mr. Huntington immediately began to make radical changes and improvements, expense being apparently no object, until today Los Angeles has undoubtedly the most complete street-railroad system (absolutely) of any city in the United States.

Not only is the system thoroughly well built, with heavy rails and jointless, so as to make travel easy, but the equipment is also modern and up-to-date, the large, clean, handsome cars exciting the admiration of visitors from the North and East, who also frequently express pleasure at the uniform courtesy and gentlemanly bearing of the street-car men, a feature that is unfortunately too often lacking in other cities. The cars run at frequent intervals, from early in the morning until late at night. One may ride from the southwest corner of the city to the city limits, between Los Angeles and Pasadena, a distance of eight miles, for a nickel, and in several other directions, by means of transfers, for almost an equal distance. The Los Angeles Railway Company operates 298 cars and employs 1500 men. It has 115 miles of double track within the city.

The Pacific Electric Railroad was the name adopted for the corporation managing the suburban electric lines of the Huntington system, Mr. Huntington having acquired the line to Pasadena, and outlining a plan for an extensive system of suburban railroads, reaching out from Los Angeles in every direction. Since then, in addition to the Pasadena line and the new short line to that place, there have been completed electric railroads to Monrovia, Alhambra, San Gabriel, Whittier, Long Beach and Alamitos Beach. An extension is being constructed from Alamitos Beach to Newport Beach, which will run for the entire distance along the ocean front, passing the Bolsa Chica and other gun clubs. This is but the beginning. Further and larger extensions are planned. It has been conclusively shown that where electricity comes in competition with steam for passenger traffic, steam has to give way.

The building of such an extensive system of street railway naturally entailed the creation of car shops, houses and other appurtenances. A centrally located tract of twenty-eight acres was purchased at Seventh street and Central avenue, which is all occupied by the shops and yards.

The total number of men employed by the Los Angeles Railway and Pacific Electric companies, including those working in the shops, power-house, etc., but not including those engaged in new construction work, is about 4000.

A noteworthy achievement of Mr. Huntington in Los Angeles has been the construction of a mammoth building, at the corner of Main and Sixth streets, designed primarily as the central station for all the company's urban cars and as an office for his various companies, the rest of the space to be devoted to office purposes. The building, which is rapidly approaching completion, is nine stories in height, each having a little over an acre of floor space, making altogether eleven acres, giving it the largest amount of floor space of any building west of Chicago. It is absolutely fireproof.

Mr. Huntington is something more than a mere "common carrier." He is not only a railroad builder, but a town builder. He likes to see improvements spring up, under the magic touch of the wands of science and capital.

There have been incorporated, in connection with the Los Angeles Railway Company, three affiliated land companies, the Los Angeles Land Company, with the same personnel as the railroad company; the Pacific Electric Land Company, and the Huntington Land and Improvement Company, the latter representing Mr. Huntington's personal land holdings. Since his arrival in Southern California, Mr. Huntington has been a steady and persistent purchaser of desirable real estate, both city and country. So judicious have been his investments and so invariable the subsequent rise in values, that the mere intimation that "Huntington has been buying" in any particular section is sufficient to start a small-sized boom and cause investors to scurry around in his wake.

One of the first sections to catch the discerning eye of Mr. Huntington, soon after his arrival in Southern California, was the San Gabriel Valley. Here and hereabouts, during the past year or two, Mr. Huntington has quietly acquired property in various sized tracts, until he now has hundreds of acres, extending from Pasadena on the north to the Southern Pacific Railroad line, at Shorb, on the south.

Here, along the slope that overlooks the lower valley, were the homes of many old-timers, who selected this spot when they could have had the pick of almost everything, from Santa Barbara to San Diego—the Wilsons, the Shorbs, and the Stonemans, and the Roses, and the Winstons and others, who comprised the "first families" of Los Angeles county in those days. The view from the summit of this ridge is far-reaching and magnificent.

"The mountains look on Marathon,
And Marathon looks on the sea."

In the rear, the picture is framed by the pine-clad Sierra Madre. Around about is a perfect forest of magnificent live oaks, forming a natural park, with here and there an opening, disclosing groves, vineyards and ornamental trees. Away off to the south and southeast stretch a succession of rolling hills and smiling valleys, and in the extreme distance looms up from the bosom of the Pacific the Magic Isle. Here Mr. Huntington is laying out high-class residence subdivisions, intended for people who have not only wealth, but taste. It is only thirty minutes' ride by electric car from the business center to this delightful spot. No street will be less than eighty feet in width, and the main avenue is 120 feet wide. The street improvements are of the highest class.

Mr. Huntington comes legitimately by his ability as a railroad man. His uncle and early patron, Collis P. Huntington, was one of the great railroad builders of the United States, filling a similar position in the West, as a builder and operator of steam railroads, to that which his nephew holds in Southern California, as an electric railroad man. Both have been men cognizant of every detail of their business, masterful, dominating those with whom they have come in contact, and injecting enthusiasm and loyalty into all their assistants.

HENRY T. OXNARD.

IN THE days of '49, California drew upon the sturdiest and most energetic men in this and other countries. The conditions which prevailed at that time have continued since in no less a degree, with the result that the brain and brawn of the world have centered in this, the "Golden State." In all walks of life, California men excel. Its wonderful wealth of natural resources has made it possible for enterprises to prosper here that would never have succeeded in less-favored climes. Principal among the growing industries, and one that has already assumed gigantic size, employing thousands of men and supporting a prosperous farming population on thousands of acres of land, is the beet-sugar industry. The development of the great industry in the southern portion of the State is due to Henry T. Oxnard, who must be classed with the Spreckles and the Havermeyers in the sugar industry of the United States.

HENRY T. OXNARD.

Henry T. Oxnard is first, last and all the time a typical American. His ancestors on his father's side have been prominent in New England since the early part of the eighteenth century. For many years his father was identified with the cane-sugar business of Louisiana, where he had extensive interests. Being opposed to slavery, he finally disposed of his extensive plantations and refineries in 1860, nearly two years before the disastrous Civil War, which ruined so many Southern planters. With his family he traveled extensively throughout the continent. It was while the family were stopping in Marseilles, France, that Henry T. made his début upon the stage of life. Shortly after the birth of his son, who was later to become so important a factor in the industrial world, Mr. Oxnard returned to his old home in Boston, and here the boy grew to man's estate.

With every educational advantage at his command, young Oxnard proved an enthusiastic and diligent scholar. He successfully passed from one school to another, until he entered Harvard with the class of '82.

During the four years' course, Mr. Oxnard devoted much of his time to the study of chemistry, thereby well fitting himself for the duties which have since been imposed upon him in his connection with the beet-sugar industry. After leaving college Mr. Oxnard spent a number of years in studying the process of sugar-making in Germany and other European countries. Having resolved to master the whole art of sugar-making, he became familiar by practical experience and observation with every detail of the business. After having become familiar with conditions in the cane fields of the South and the beet fields of Germany, Mr. Oxnard felt that the time had come when he could successfully demonstrate the correctness of his theories that sugar beets would be a profitable crop in the Middle States. Accordingly, experiments with imperfect machinery having proved that the scheme was practicable, he commenced the construction of a factory at Grand Island, Neb. This plant was erected in 1889 and was one of the first beet-sugar factories erected in the United States. So successful was the experiment that the following year he erected another factory at Norfolk, in the same State. The first year it paid a dividend, and the success of the ventures now being proved, Mr. Oxnard looked about for new fields to invest in.

Claus Spreckles had been operating a factory at Watsonville for two years, when Mr. Oxnard's attention was directed to the possibilities afforded by the fertile soil and equable climate of California, and in 1891 he purchased the famous Richard Gird Ranch at Chino, and here erected the first beet-sugar factory in the southern portion of the State.

Since that date Mr. Oxnard has been making a series of extensive investments in California that have all tended to the prosperity and development of this section. The influence of his presence in the sugar market was felt very shortly after his advent in the field as a producer. Prices made a very considerable drop and have since been maintained at a figure that is due entirely to Mr. Oxnard's presence in the market.

It was in 1897 that the immensely-rich lands of Ventura county first attracted his attention, and after investigating conditions thoroughly and becoming convinced that here was an ideal location for a factory and the raising of sugar beets he commenced the erection of the most complete beet-sugar factory in the world. It cost nearly two million dollars. It devours two thousand tons of beets per day. That means nine thousand dollars a day for the farmers. Before Mr. Oxnard began its construction he had contracted with farmers to keep 18,000 acres planted in beets for a series of years. The beet fields that supply it with raw material stretch for miles in every direction, and it is estimated that there are nearly 100,000 acres in the vicinity adapted to the cultivation of the sugar beet. Some idea of the extent of the industry and the benefits accruing to Southern California may be determined from the knowledge that it costs $160,000 a year for petroleum to keep the machinery running, while $300,000 is spent for labor alone, and another tenth of a million for lime rock, which comes from the desert.

As president of the American Beet Sugar Company, Mr. Oxnard's time is much in demand. The company has established a factory in the famous Arkansas Valley in Colorado within the past three years, and all are being operated most successfully. In addition to being one of the most successful organizers and financiers in California, and a man whose influence has done much for the advancement of the State, Mr. Oxnard owns one of the finest ranches in Ventura county. It consists of 5700 acres, and is beautifully situated within two miles of the city of Oxnard, named after its distinguished founder. The ranch borders for several miles along the Pacific as far south as the Hueneme Lighthouse and adjoins the ranch of Senator Bard on the south, while to the north and east are other smaller properties.

merits. Seventy-five ranch hands find constant employment on the property, while during the season many hundreds are necessary to care properly for the crops.

Within the grounds at the factory Mr. Oxnard has erected a beautiful home, typical of California. Spacious and carefully-kept grounds add to the attractiveness of the place, a half-tone of which appears in connection with this article. Here Mr. Oxnard has made his home for the past six years, and here he entertains his friends in a manner typical of the open-hearted generosity of the West.

With interests so extensive, he has to make frequent trips to Chicago, New York and San Francisco, where he has an intimate acquaintance with many of the men of the hour. In club life Mr. Oxnard is well known in the exclusive

RESIDENCE OF HENRY T. OXNARD, AT OXNARD, CALIFORNIA.

The Patterson ranch—for the name still clings to it—is one of the most productive in that section, and is operated in as systematic a manner as would characterize the conduct of any great business enterprise. Two thousand acres are annually planted to sugar beets, one thousand acres to lima beans, which grow most luxuriantly in Ventura county; over a thousand acres are put into grain, and the balance is summer fallowed. In the conduct of the ranch Mr. Oxnard uses the most improved and scientific methods. His chief agriculturists are men of experience in both the United States and France and Germany, and no improvements calculated to benefit the ranch are overlooked without a trial as to their

Metropolitan Club of Washington, D. C.; also in the University Club and the Union of New York City, where he maintains offices at No. 32 Nassau street, in the heart of the financial district. Nearer home, he holds membership in both the San Francisco and the Pacific Union clubs of the northern metropolis, while his name appears among the members of the well-known California Club of Los Angeles. When social duties press on his work, or there is an important problem to solve, pleasure is sacrificed for months at a time. Hard work has been the keynote of Mr. Oxnard's success, just as it has that of almost every other man of importance in the world of finance, commerce and industry today.

JONATHAN SAYRE SLAUSON.

IT WAS well when Destiny ordained that an empire be builded in the western wilderness that there were men of J. S. Slauson's stamp to lay the foundation. Born in Orange county, New York, seventy-four years ago, he was raised in the farming regions of one of the most productive valleys of the Empire State. He received a limited education in the district schools of his native county, later commencing a course at a local academy until he had attained his sixteenth year, at which time his education was supposed to be "finished." Young Slauson had higher aspirations, however, than those afforded by life on the old homestead, and after working upon the farm until he had left his teens he commenced the study of law in the office of a local lawyer, later supplementing this with a course at the New York State Law School. Graduating in the fall of 1854, the following year saw him established in the practice of his profession in New York City. He was accorded flattering recognition, and during the nine years of his residence in the metropolis of the United States he established a lucrative and successful clientage which from failing health he was compelled to abandon.

JONATHAN SAYRE SLAUSON.

The year 1864 marked a great influx of migration to the mines of Nevada. Among the throng was the young lawyer from New York. Austin, in the central part of Nevada, was then one of the most stirring and active of the many centers of the State, and to this place he directed his way. Immediately upon his arrival he engaged in mining, and continued to devote his entire time to this pursuit, until the last year of his residence in the State, during which he resumed his practice of the law in partnership with Hon. C. E. DeLong, who in the latter part of 1868 was appointed United States Minister to Japan by President Grant. During his residence in Austin he was thrice honored by the Mayoralty of the town, and left a record that was gratifying to his constituency. Having acquired a comfortable fortune, he removed with his family to San Francisco in 1868, from which point for the ensuing four years he directed his interests.

In 1874 Mr. Slauson moved to this city, where he has since resided. He founded the old Los Angeles County Bank shortly after his advent into the community, and devoted ten years to building up the institution, with the result that when he sold out in 1885 to John E. Plater, it was recognized as one of the strongest banking houses in the State. He may be called the father of citrus fruit culture in the foothill region, and through that agency a prime factor in the development of the wealth of resources of which the southern portion of the State boasts. Before having disposed of his bank, in 1885, he had acquired the Azusa ranch, comprising some 5800 acres of choice foothill land lying about twenty-three miles east of this city. At about the same time he purchased the San José Addition ranch, adjoining the other property, making a total of 13,600 acres of land, the market value of which was little appreciated at that time.

In 1886, having disposed of a one-half interest in the Azusa ranch to J. D. Bicknell, I. W. Hellman and others, retaining about 800 acres for his own private use, he incorporated the balance under the name of the Azusa Land and Water Company. With characteristic energy, Mr. Slauson threw himself into the task of subdividing and settling up the famous old ranch. The town of Azusa was laid out, and the following year the completion of the Santa Fé Railroad gave an additional impetus to the work which was being prosecuted under his direction. The San José Addition ranch was disposed of the same year. Mr. Slauson having relieved himself

of the greater part of the work connected with the disposal of the larger properties, set about to improve the 800 acres which he had retained. Orange and lemon trees of the choicest budded varieties were set out from time to time. Some idea of the amount produced from this magnificent estate may be gained from the knowledge that freight payments on the citrus crop for the past season exceeded the sum of $80,000. To expedite matters in the management of this princely estate, a consolidation of his interest with that of his children was effected, and the company incorporated under the name of the Azusa Foothill Citrus Company. This is without exception one of the largest and finest citrus estates in California, a State which has a world-wide reputation for the extent of the industry and the quality of the fruit.

Mr. Slauson's interests are by no means confined to the ranch just described; he is the owner of valuable city property and 320 acres almost adjoining the city. Together with his children he owns a 250-acre orange grove at Ontario, situated in the same foothill belt with his Azusa property.

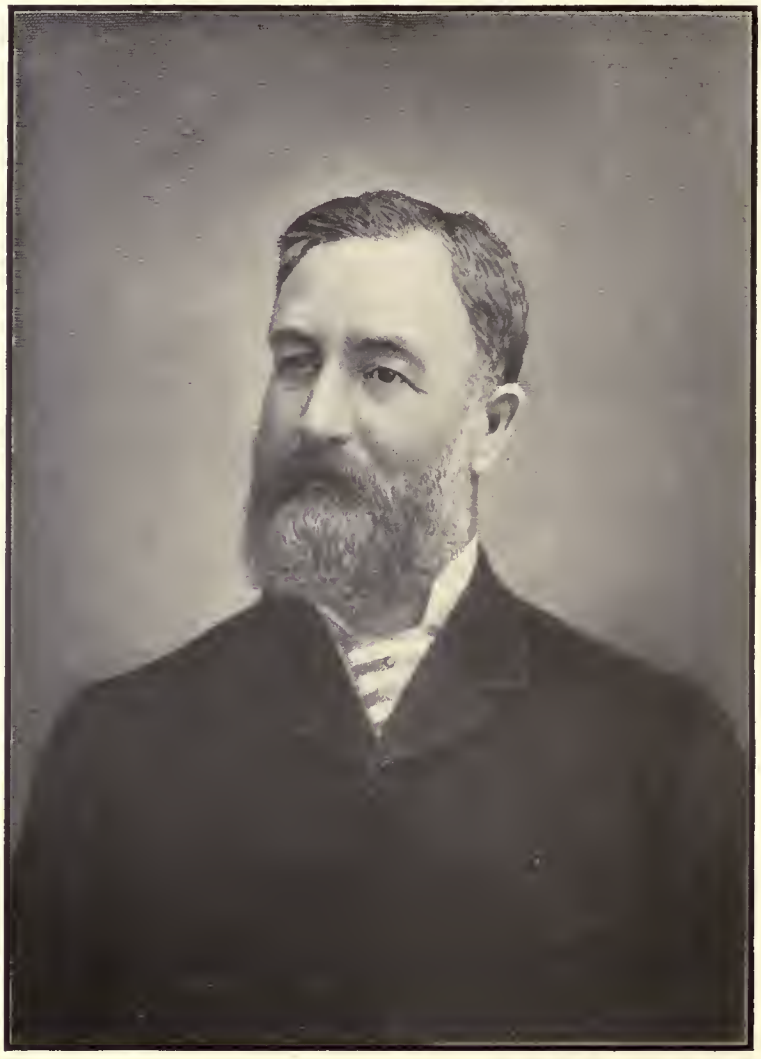
During his residence in this portion of the State Mr. Slauson has seen a wonderful growth in religious organizations as well as in other lines of advancement. When he came to this city there were but five weak Protestant churches between San José and the Mexican line. Up to the year 1887 there were but five churches in this county that he had not assisted in starting, and during the previous twelve years he had contributed $45,000 of his own private fortune to assist churches and kindred institutions to become established in Southern California. A few of the institutions that owe their origin and success to him are the Boys' Home at Garvanza, established by the matron, Mrs. Watson and Mr. Slauson. He helped to establish the Y. M. C. A., and has been a liberal contributor to that worthy institution. The Orphan Asylum owes its origin to Mr. Slauson, who, together with his son-in-law, Mr. MacNeil, gave $1000 apiece and were instrumental in obtaining the first $19,000 toward that end. The Salvation Army Rescue Home was purchased and turned over to them free of debt, all but $1000 having been given by Mr. Slauson, who was generously aided by Gen. Harrison Gray Otis. To commemorate the memory of those brave soldiers who died for their country in the Spanish-American War, he raised a fund for the erection of the monument that honors their memories in the Sixth-street Park. Besides those with which his name has been mentioned, he has furnished the funds for scores of worthy enterprises.

RESIDENCE OF JONATHAN SAYRE SLAUSON.

As president of the Chamber of Commerce he has taken an active interest in the affairs of that organization since it was organized, and during the ceremonies incidental to the laying of the corner-stone of the new building last March, he made the speech in honor of the event. In his seventy-fourth year he is as benign and beneficent as thirty years ago, and is one of the most popular and effective toastmasters and responders at banquets in the city. As president of the Sunset Club, a social organization, he has done much to advance its interests and popularity among the exclusive set who are its members. During the Midwinter Fair in 1893 he acted as one of the five State Commissioners, and despite the prevailing financial depression of the time, the fair was a financial success. Los Angeles has no citizen whose public spirit has done more than he.

DANIEL FREEMAN.

SINCE the days of '49, tales of which are familiar to every school boy in the United States, California has been looked upon as an enchanted land. The very word "California" is enticingly attractive, and literature descriptive of California and her charms is as much in demand today as it was half a century ago. Among the most attractive features of California, and especially the southern portion of the State, are the immense ranchos which compare favorably with princes' domains, when their productiveness is considered. There is a natural romance attached to them that time but serves to increase. It may truthfully be stated, also, that much of the interest is manifested in the owners, many of whom are thrifty Yankees transplanted from cold, bleak States to the semi-tropical fairness of this portion of the "Golden State." The purpose of this book is to acquaint the readers with life as it was and is in this sunny land, and incidentally give credit where credit is due to the men of foresight and energy who have been instrumental in developing this portion of the State. Among the princely domains that are tributary to Los Angeles, few have a more romantic history than the famous old Sausal Redondo and Centinela ranchos, owned for the past thirty years by Daniel Freeman, than whom there are few more enterprising and progressive land owners in the State.



DANIEL FREEMAN.

A brief résumé of the history of the famous old property from the time it was owned by Señor Avila in the early '50's to the present time, will prove most interesting. Fifty years ago, when 25,000-acre grants from the Mexican government were not uncommon occurrences, Southern California was pretty well divided up among a few of the aristocratic old Señores, who led a life of indolent ease and depended for an income upon their flocks and herds. Along in 1850 an adventurous young Scotchman, Sir Robert Burnett, acquired the famous old Sausal Redondo 22,000-acre and the 4400-acre Centinela ranchos from Señor Avila, and proceeded to follow the usual customs of the country, and raise sheep. Sheep were sheep in those days, when, during the war, the unwashed wool brought $1 a pound, and was sent to Boston by way of the "Horn." Sir Robert had been conducting the rancho for over ten years when Daniel Freeman, a barrister from the Province of Ontario, came down to the southern portion of the State, searching for a suitable property—and thereby hangs a tale.

Daniel Freeman, owner of the famous Centinela and Sausal Redondo ranchos, owes his nativity to Ontario, Canada, where he was born in June, 1837. His grand parents were natives of New Jersey, where the family had been prominent since 1660. His grandfather, Samuel Freeman, was a Methodist minister, and had been sent to Canada as a missionary. Canada was in those days on the frontier, and the pioneers who hewed their way through the forests of the lake region were men of strong sinews and sturdy attributes of character. To Rev. Daniel Freeman belongs the distinction of having preached the first Protestant sermon in the city of Detroit, while in many other respects he was the advance guard of the civilization which has developed one of the richest portions of the country. Daniel Freeman's father was born on a farm in Ontario, and followed that vocation through life. His son, Daniel, being of a studious and ambitious turn of mind, early determined to attain an education, and succeeded against odds that would have quenched the ardor of a less-determined youth than he. After having taught school for a number of years, and having thereby accumulated sufficient to permit him to take a course at law, he graduated from a private academy and later from Osgood Hall, the law school of Toronto. Having been admitted to the bar in 1865, he immediately returned to his native town, Simcoe, Ontario, and commenced the practice of his profession.

He was accorded immediate and gratifying success, extending over a period of a number of years, when, owing to the failing health of his wife, he found it necessary to seek a less rigorous climate. California then, as now, had a reputation world-wide for its climatic conditions, and accordingly the

year 1873 found him a resident of this State. Having decided to purchase a landed property, Mr. Freeman went about it in the same careful, deliberate manner in which he would have investigated a point at law. He spent nine months in traveling over the entire State, visiting San Luis Obispo, Santa Barbara, Los Angeles and San Diego counties, and looking at over one hundred ranchos that were offered for sale. It is a compliment to this section that after so thorough an investigation of the merits of those offered he decided upon the property owned by Sir Robert Burnett.

The magnificent property at that time embraced over 26,000 acres and extended along the shores of the Pacific for a distance of seven miles, while the extreme eastern limits of the ranch ran back as far as the present site of Hyde Park.

Sir Robert had immense flocks of sheep pasturing upon the rich grasses of the ranch, and of these Mr. Freeman purchased 10,000 head. For the ensuing three years he devoted

DANIEL FREEMAN'S HOME ON THE CENTINELA RANCHO.

his entire time to the sheep, with the result that when the disastrous dry year of '76 came the flocks had increased to 26,000 head. Of this number, 10,000 head were lost in the one season; the balance Mr. Freeman disposed of to "Lucky" Baldwin, owner of the Santa Anita Rancho. But in disposing of the sheep Mr. Freeman was but putting the fertile acres to a better use, in the growing of grain, which up to that time was a neglected industry. An experiment he made on 640 acres of the land during the fall of '75 and spring of '76 resulted in a crop of grain which averaged twelve sacks to the acre, despite the fact that the season's rainfall amounted to but 4½ inches. Since that date Mr. Freeman has never lost a crop.

Eastern farmers with quarter-sections can scarcely comprehend the extent of California's vast ranchos. So successful were Mr. Freeman's grain crops that in '82 he had over 22,000 of the 26,000 acres in the ranchos into wheat and barley. That year over 280,000 sacks were raised on the ranchos; much of the barley was shipped to Arizona, where he had a contract with the government to supply all the grain and hay used by the troops engaged there in fighting the Indians and protecting settlers, the larger part of the wheat going direct to Liverpool, being shipped from the near-by port of San Pedro. So much for the shipping facilities enjoyed by the grain ranchers along the coast, as compared to the high freight charges demanded from inland ranchers.

The year 1885 marked the first influx of eastern settlers in Southern California in any considerable numbers, and in that year Mr. Freeman disposed of the south half of his property to different parties, who divided it up into small plots. The present site of Inglewood was a portion of this famous old rancho, and this, too, was sold in 1889. The Redondo branch of the Santa Fé road and the electric lines of the Redondo road cross the ranch and afford unexcelled facilities for marketing the immense crops of hay and grain which Mr. Freeman now raises on his 10,000-acre property. Much of the land he has leased out to responsible parties, and the places that once resounded with the laughter of the gay vaquero on the semi-annual round-up are now scenes of bustling activity and twentieth-century progress.

Mr. Freeman has always evidenced an active interest in public affairs, and was for two successive terms president of the Los Angeles Chamber of Commerce, an organization whose influence has done more for the upbuilding of Southern California than many agencies generally credited with a greater influence. For the past seventeen years he has been a director of the Southern California Railway, a branch of the Santa Fé system, and few citizens have taken a more prominent part in the upbuilding of Southern California than he.

RUSSELL JUDSON WATERS.

A NATIVE of the "Green Mountain" State, Russell Judson Waters made his entrance upon life's stage on the 6th day of June, 1843. While a child of four years of age the lad lost his father, and the mother with thirteen children to support moved to the sister State of Massachusetts. Here at Colerain, Franklin county, young Waters spent his early boyhood, and upon attaining the age of eight was obliged to enter a cotton factory to assist in the support of the fatherless family. The little fellow worked for two years in the mill, receiving compensation at the rate of $1.25 a week. At the expiration of that time his health had been so seriously impaired by the close confinement that he was sent to a farm near Deerfield, Massachusetts, where he remained until twelve years of age, attending the village school when the opportunity afforded, but learning more of the lessons of life than of books. At twelve he entered the cutlery mills and secured a job as operator on one of the machines. Another two years found him with depleted health, and the slender lad joined his family at Richville, New York, where they had moved during his employment in the mill. Here he secured work on a farm at fifty cents a day, and during the winter months cut cord wood at fifty cents a cord. But the ambition and spirit in the boy were not to be crushed by circumstances that would have caused many a stouter heart to quail. He had it in him and nothing could keep it down. Returning to Massachusetts he learned the machinists' trade, and found time to pursue his neglected studies. His musical tastes also became pronounced, and he mastered the violin, piano and cornet, securing a position as solo baritone in a local band. Later he taught a term or two of school at Charlemont Center, and finally achieved the ambition of his early years and graduated from Franklin Institute. Securing a position as professor of Latin and mathematics in his alma mater, young Waters at the age of twenty-four had mastered and overcome the difficulties which had beset his path as a boy, and secured the much desired education which was to fit him for his career in life and in the halls of Congress in the nation's Capitol.

RUSSELL JUDSON WATERS.

Removing to Chicago in the spring of 1868, he determined upon the study of law, and acting upon this impulse with an energy characteristic of the youth and man, he entered a law office, where for the following two years he devoted himself to reading law. Success attended his efforts, and May 12, 1868, at the age of twenty-six, this persevering young man with the indomitable will found himself admitted to the bar and privileged to practice in all the courts of the great commonwealth of Illinois, and Federal courts all over the land. Eighteen years of untiring efforts in their behalf found his health giving way under the strain of a too confining law practice, and he was compelled to relinquish his clientage and seek a less rigorous climate. He determined upon California, and 1886 found him a chairman and commissioner of the California-Chicago Colonization Association, which is, as its name implies, a colonization enterprise on a scale seldom before attempted in this country. With rare business foresight a tract of land was purchased in what is now the city of Redlands, and water rights secured and the enterprise launched. The success of the undertaking is to be seen in one of the most highly productive and beautiful spots in the world — a city of world-wide fame — and one that claims Mr. Waters as its father — Redlands. He was one of the original incorporators of the city, and for a year acted as its attorney. He was instrumental in inducing the Santa Fé Railroad to extend its tracks from San Bernardino to Redlands, comprising what is now known as the "Kite-Shaped Track." At various times he was a director of the Union Bank, the First National Bank, the Crafton Water Company, the East Redlands Water Company, the Redlands Hotel Company, and many other notable business enterprises, the success of which meant much to the city of Redlands. As secretary of the Redlands Hotel Company, he built Redlands' famous old hostelry, the Hotel Windsor. He was president of the local street railway and secured its franchises, etc. During the time he served as general manager of the Bear Valley Irrigation Company he performed an invaluable service for that greatly-troubled company, reducing its indebtedness a half million, leaving $110,000 in its treasury, giving it a practically unlimited credit, and raising its stock to $160, where previously it had ranged far below par. During the eight years that he was identified with the city it was considered impossible to promote any enterprise for the public good without first enlisting Mr.

Waters' assistance. As "the father" of Redlands he performed the duties of parent most conscientiously, and left a thriving, prosperous offspring where formerly there had been naught but sheep ranches.

Since 1894 Mr. Waters has made his home in this city. He has a beautiful home on Adams street in one of the finest residence sections of the city, which is famed for her beautiful homes. He at once assumed a prominent part in the city's best interests, and invested his private fortune generously and judiciously. As president of the Citizens' National Bank, he has made of that institution one of the most respected and substantial banking houses in the State. His influence is felt upon the directorate of the Columbia Savings Bank, while he is interested in a number of other financial institutions in this portion of the State. He is also president of the State Bank of San Jacinto, a live little bank with deposits approximating $175,000. He is president and principal owner in the San Jacinto Valley Water Company. This company is now constructing sixteen miles of cement ditches to distribute the water to the fruit growers and dairy men of that beautiful valley, and the future prosperity of San Jacinto depends largely upon this water system. He is president of the Columbia Commercial Company, whose operations and property are in Orange county, and on a paying basis. He is president of the California Cattle Company, whose holdings are principally in Riverside county. He is president of the Bay Island Club, a social organization, uniquely located on an island in Newport Bay. He is president of the Shepherd Auto-Engine Company, one of our latest manufacturing enterprises. This Company is turning out a high grade of automobiles. He has been closely identified with the Chamber of Commerce since his adoption of this city as his home, and served as treasurer of that body for two years. In 1897 the Council selected Mr. Waters as one of the Park Commissioners, and owing to his intimate knowledge of horticulture and the flora of California, it was a most wise selection. After serving for a year, pressing business compelled him to tender his resignation.

RESIDENCE OF RUSSELL JUDSON WATERS.

Mr. Waters' financial cares and business responsibilities, however, never blinded him to the duties imposed by good citizenship, and when in 1898 his friends sought the use of his name as a candidate for Congress from the Sixth District, he finally consented to permit its use. At the Congressional convention in Sacramento he was nominated by acclamation with no dissenting votes. The nomination speech was made by his old-time friend, Ex-Gov. John L. Beveridge, of Illinois, and was the subject of much favorable comment at the time.

After a vigorous campaign during which the Democrats and the Populists "fused," Mr. Waters carried his district by a plurality of 3542 votes, taking it out of the Fusion ranks. Upon assuming his place in the halls of Congress he made his presence felt and respected, not as a politician, but as a successful banker, lawyer and financier, who served the district he represented. Among the many bills he introduced and had passed by both houses, all were of particular and vital interest to his constituency. He took an active part in the introduction of certain measures approved by the Southern California Forestry Commission, thereby making it a criminal offense to leave camp fires burning and endangering the forests. He introduced a bill appropriating over half a million for improvements in San Pedro Harbor, and was especially active in defending the Nicaragua Canal Bill.

One of the most important measures which he passed sustained the order of Commissioner General of the Land Office, Hon. Binger Hermann, suspending the filing of lien scrip upon land until after a full and complete investigation by special agents of the department. This was especially valuable to oil men of Southern California. Another bill introduced and passed authorized the entry and patenting of lands containing petroleum and other mineral oils under the placer mining laws of the United States.

In establishing additional free delivery rural mail routes in his district, Mr. Waters was especially active. These are a great benefit to the residents of this district who have hitherto been removed from postal facilities, and much appreciated by his constituency. Eleven new postoffices were established in his district during his term of office, and in behalf of war veterans and their widows Mr. Waters was successfully active.

Mr. Waters is a man of strong character, and, as such, has won distinction as a jurist; he is a man of comprehensive judgment, and, as such, has conducted vast business enterprises with ability and success; he is a man of exalted ideas, and loyal and unflinching in all his relations to those associated with him.

It is not given to any large number of men to leave behind them such a monument as the beautiful city of Redlands. There was little there when Mr. Waters first visited the place to indicate what it might be made. Many eyes had rested on the hillside without gaining a vision of what would be. Waters saw the city in the unimproved site and resolutely set about evolving the city of the orange groves in all its wealth of beauty.

Redlands is without doubt one of the most beautiful and progressive cities in all Southern California. The products of its orange groves have no superiors. The growth of the city and the high excellence of the fruits are a lasting testimony to the sagacity of the men who selected this as the scene of their achievements.

No one who has read the story of bravery in adversity, of struggle and determination, of perseverance in the face of despair, and of the surmounting of obstacles in the life of Russell Judson Waters, can but rejoice in the reward which has come to him.

JOTHAM BIXBY.

FIFTY years ago the Argonauts had but just commenced the founding of a civilization in California, and the vast territory between the California line and the Missouri River was yet given over to the plain's tribes of Indians. In the conquest of the Western wilderness the sons of New England bore their part. One of these was Jotham Bixby. The stock from which he came was sturdy and patriotic, the first representative having come from England and settled in Massachusetts in early Colonial days. Later generations removed to Maine, where the family was prominent for years.

JOTHAM BIXBY.

Jotham Bixby, who enjoys the distinction of being one of the heaviest individual land owners of the Southwest, where 25,000-acre ranches are not uncommon, was born in Norridgewock, Maine, in 1831. His early years ran in the usual channels of farm life, combining a good deal of work, a little pleasure and attendance at the district schools when opportunity afforded. Tales of the wonderful wealth of the California gold mines were in the early '50's heard upon every hand, and it was not strange that young Bixby upon attaining his majority should turn his eyes in the same direction and see alluring promise in the golden sunset. At the age of 21 he set sail for California, by way of Cape Horn, arriving after an uneventful passage in San Francisco Bay, while the metropolis of the Pacific Coast was yet in swaddling clothes. Working for a salary was never part of a man of young Bixby's stamp. He had resolved at the earliest possible moment to commence independent operations. He found gratification for this ambition upon arriving at the placer mines in the central part of the State. As a miner he did not meet with the success he desired, and after following that pursuit for a few years and acquiring a "stake," he went to Monterey county, where he became interested in sheep raising. Later he worked south into San Luis Obispo county, where in 1866 his flocks had increased to such an extent that it became imperative for him to seek new ranges, and accordingly the same year he made his first appearance in Los Angeles.

Mr. Bixby's initial purchase in this portion of the State was the famous old Los Cerritos rancho, which he purchased with associates in 1866, forming the firm of J. Bixby & Co., Mr. Bixby securing a one-half interest in the magnificent property. From a historical standpoint this is one of the most interesting of the old Spanish grants in Southern California. The present towns of Long Beach, Clearwater and Hynes are located on portions of the old ranch, which faced the ocean on the south and the San Gabriel River on the west to the lands now owned by Senator W. A. Clark at Llewellyn. In all the ranch embraced some 27,000 acres of highly productive land. Mr. Bixby has disposed of a large part of the original holdings, but still retains some 5000 acres of the old ranch, on which he maintains three dairies and raises alfalfa, grain and beets. When he purchased the property he used it exclusively for sheep raising, and at times had over 25,000 head on the ranch, producing 175,000 pounds of wool annually. Later on the growth of Southern California made sheep raising on so productive a tract of land not as profitable as farming, and the sheep were gradually disposed of and the ranch tilled for grain and for some other farm products.

Of the original 27,000 acres the company sold off in the early '70's a few farms toward Downey. Again six years later it sold to the Wilmington Colony tract 1400 acres for colonization purposes, and in 1884 another 4000 acres embracing the present site of Long Beach. At the same time the California Co-Operative Colonization Company purchased 6000 acres, subdividing it for colonization purposes

and including in the tract the present farming settlements of Clearwater and Hynes. The last big sale was made to Senator Clark, who purchased 8000 acres located near his sugar factory at Los Alamitos.

In 1875 J. Bixby & Co. purchased the larger part of the Los Palos Verdes ranch of 17,000 acres in the hills between Redondo and San Pedro. This was immediately stocked for a cattle ranch, and is still used for that purpose. Since the death of Mr. Bixby's old partner and brother, Llewellyn, Bixby & Co. have incorporated their holdings in this ranch under the title of the Palos Verdes Company. Later J. Bixby & Co., associated with the late John W. Bixby and I. W. Hellman, the eminent financier, purchased the Los Alamitos ranch of 27,000 acres situated partly in Orange and partly in Los Angeles counties. After the death of John W. Bixby, in 1887, that part of the ranch near Long Beach was incorporated under the name of the Alamitos Land Company.

Some years ago Mr. Bixby also purchased 6000 acres of the Rancho Santiago de Santa Ana, in Orange county, running from Santa Ana River to Santiago Creek; also an orange orchard property at Temescal, Riverside County; besides several small ranch properties in Tulare and San Luis Obispo counties. Mr. Bixby is also the president and principal stockholder in the Loma Vista Ranch Company, a corporation owning about 800 acres near Summit Station, on both the Redondo and San Pedro electric railways.

In Arizona Mr. Bixby is interested in the Chino Valley Cattle Company, of which corporation he is president. The company does an extensive sheep raising business at Ash Fork, its interests being formerly managed by his son, Harry L. Bixby, who died October 20, 1902, since which time Messrs. W. R. and E. L. Patterson have conducted the affairs of the company at that point.

The Pacific Creamery Company, doing business at Buena Park, Orange county, is one of the most important concerns in the rich New River Valley. They manufacture the celebrated Lily brand of condensed milk and cream, buying directly from the farmers. The factory has a capacity of over 9000 cases of evaporated milk and cream per month, the larger part of which is disposed of in California and Arizona.

Mr. Bixby, while probably the largest individual land owner in Southern California, has acquired his interests in every instance by direct purchase. Mr. Bixby's interests are by no means confined to country property. He is an extensive holder of city property, both here and in Long Beach, and most of his property is revenue-producing and retained for permanency of investment rather than speculation. He is president of, and heavily interested in, the National Bank of Long Beach, and is prominent in every move tending toward the upbuilding of its best interests.

Of the above mentioned corporations, Mr. Bixby is the president of all, and is assisted in directing their affairs by his son, George H. Bixby, who, since his graduation from Yale in the class of '86, has been actively engaged in assisting in the management of the extensive interests of his father, who, despite his seventy-two years, is enjoying the vigorous manhood which so well befits the dauntless spirit which won him a place in the history of the Pacific Coast.

THE SCENE OF JOTHAM BIXBY'S BOYHOOD IN MAINE.

ISAIAS W. HELLMAN.

OF ALL the distinguished men who have borne a hand in the upbuilding of the great modern city of Los Angeles, few have borne a more conspicuous part than the subject of the following sketch. For more than forty years, from the time this was a frontier village to the present day of its magnificence, he has been in the foreground of most enterprises undertaken in all the work of development tending to make this one of the handsomest cities of the land.

Isaias W. Hellman was born in Bavaria, in 1842. In 1859, while still a mere boy, he crossed the ocean, came to California by way of the Isthmus of Panama and settled in Los Angeles. Here was his home for more than thirty years, and much of that time was devoted to the public good in many ways.

ISAIAS W. HELLMAN.

The boy came here as a stranger, and he had no advantage on earth outside of his own personality by which to make his way in the world. He had neither money nor friends. His capital consisted in a fairly good education, an indomitable will, a clear, natural insight into business, a firm determination to do his duty properly, and an indefatigable industry. His first employment was in a store on Los Angeles street, at the head of Aliso street, in the Arcadia building, erected about that date by Don Abel Stearns. The business center was there in those early days. The employment was not in an exalted position. The duties were exacting and the pay was small. But I. W. Hellman was not the kind of young man to stay at the bottom of the ladder in any circumstances. He never proposed to stay there.

It would not subserve any important purpose to dwell on the early years of effort, earnest and persistent though they were, on the part of this young man to make his way upward in the world. It is superfluous to say that he met with difficulties many in number and some of them hard to surmount. The important fact is that none of them proved sufficient to discourage a spirit so strong and persistent. With admirable patience and tireless energy all these stumbling blocks in the way were successfully passed, and year by year a place of greater trust and dignity and of larger remuneration was gained. Business men discovered faithfulness, industry, tact and intuition in the youth, and saw that it would be a good investment to put more confidence in him.

Barely nine years passed from his entrance into Los Angeles, and at the early age of twenty-six, when I. W. Hellman had so impressed his personality on the community of which he was a member, that he was able to secure capital enough to organize a bank in the city, which at that time numbered 6000 inhabitants. This was in 1868, and the institution was known as the Hellman, Temple & Co. Bank. From its inception Mr. Hellman was manager of the institution. He has been in the banking business ever since, and today his name is known in every financial center of the globe. He is even better known in San Francisco than in Los Angeles, and as well known in New York, London, Paris and Berlin. He stands among bankers as one of the leading financiers of the world. Three years later the Farmers and Merchants Bank of Los Angeles was organized, and Mr. Hellman, who was still under thirty years of age, was made cashier and manager of the new institution. In the course of the next few years he was elected president of this bank, and for thirty years has held this position through the growing, unwavering confidence of the stockholders, who at all times have been composed of the leading, most substantial and progressive men of the city at all stages of its development. With every step of advance in population, in business and in wealth made by the city, under Mr. Hellman's guidance this institution has grown at a rate greater than the growth of the community in any respect. Soon after its organization it became the leading financial institution of the State outside of San Francisco. Today it holds a position wholly unrivaled among the banks of the State outside of the metropolis. And there are but very few banks in San Francisco which in any respect take precedence of the Farmers and Merchants National Bank of Los Angeles. The deposits amount to over $7,000,000, and its assets nearly $10,000,000.

Mr. Hellman has the genius of finance. That is, he was born with an insight into the principles which underlie banking. This is a very simple business to the man who has this inborn genius for it. Nor are its principles very complex.

Absolute honesty and a deep and abiding consciousness of the great responsibility attaching to the handling of other people's money are the corner-stone of successful banking. Success depends upon a ready ability to produce the money of depositors whenever it may be called for. The rule of the Farmers and Merchants National Bank from the time of its founding has been to carry 60 to 75 per cent. of the deposits where they are always available for the use of those who own them, without a moment's notice.

In 1891 the stockholders of the Nevada Bank of San Francisco found it necessary to reorganize that institution, which had passed through several trying crises during the previous few years. In looking over the field for a man to put at the head of this institution, the stockholders turned to Los Angeles and made such flattering overtures to I. W. Hellman that he very reluctantly consented to expatriate himself from Los Angeles, the scene of his business successes, and dear to him from many associations and close friendships.

In the spring of 1870 Mr. Hellman had married Miss Esther Neugass, of a prominent New York family. In the same year he had bought a handsome piece of ground on the corner of Main and Fourth streets, and here he had built a very attractive home. In this house his family had been increased from time to time, until it consisted of one son and two daughters, all bright young people of great promise. As the years passed the banker of such sterling qualities and unswerving integrity had woven around his life and home a great many strong friendships. His business interests in Los Angeles were many and great. To leave the sacred precincts of the home of his younger days and to disrupt so many ties of friendship, as well as of business, was no easy thing. But the business men of San Francisco would not be put off, and they made so determined an effort to secure the services of a man in whom so much confidence reposed that they induced him to make the change. For twelve years Mr. Hellman has borne the great responsibility of the presidency of both banks. His home is in the metropolitan city on the bay, but it is safe to say that half his mind and attention centers in Los Angeles. There is a direct wire between the two banks, and by this means the president, 500 miles away, is in daily touch with the vice-president and manager of the Farmers and Merchants National Bank of Los Angeles. He makes frequent visits here, and is at all times cognizant of all important transactions affecting the well-being of the bank and the interests of its many patrons. With nearly one thousand depositors and over $7,000,000 in deposits, Mr Hellman's oversight in this way is considered of great importance, able and faithful though his loyal lieutenants at this end of the line are.

The twin institutions are growing apace. The Nevada Bank has become a tower of financial strength since Mr. Hellman assumed direction of its affairs. The Farmers and Merchants National Bank has increased in all respects year by year as the growth of the city has made it possible. Within the past year the Farmers and Merchants Bank has been converted into a national bank, and at this very moment its capital stock has been doubled, making the capital fully paid up $1,000,000. Subscriptions to the increased stock were subscribed three times over, so eager were the people of Los Angeles to secure so desirable an investment. Preparations are now going on to erect a new home for the bank on the corner of Main and Fourth streets, where thirty years ago Mr. Hellman built his home and his friends made a jest of his "moving out of the city," so remote from business was that point in the little city of a generation ago. Another improvement, but of a private nature, Mr. Hellman has on hand at the present time, is the putting of two additional stories on his great business block on the corner of Broadway and Second street. This will make a modern five-story building of larger area than any other one building in Los Angeles.

Banking and other business interests, however, have not monopolized I. W. Hellman's whole time and attention. In the course of so busy a career he has found time to accomplish what not one man in a million can do. He speaks fluently four languages, and is one of the most keenly intelligent men on current topics on the Coast. For many years he has been a useful member of the Board of Regents of the State University, and his views on all that affects the well being of that institution are highly valued by his associates on that board.

In his home life and in all his domestic relations, Mr. Hellman has been happy far beyond the lot of most men. His eldest son, I. W. Hellman, Jr., now of man's estate, is happily married, and stands in the foremost ranks of business men in San Francisco, as the head of the Union Trust Company. The second child, a daughter, is happily married to one of the brightest and most promising lawyers of the younger generation in that city. The youngest daughter still graces as a precious ornament the parental home, known as one of the most refined and enjoyable to a host of friends, of all the homes of the great city. The Hellman summer residence in the heart of the mountains on Lake Tahoe is a beautiful place, where, as the weight of years begins to accumulate, the busy financier seeks a rest from cares, and renewed strength for his multifarious and pressing duties, among the whispering pines of the mountain top, and by the music of the waves that break on the shore of the beautiful lake.

Only a brief and imperfect sketch of Isaias W. Hellman is here presented. His many services rendered Los Angeles would take twice the space here occupied to recount. Among the very latest and greatest, perhaps, may be mentioned the part he took in joining Henry E. Huntington and others in the wonderful enterprise now being pushed forward to give Southern California one of the most complete systems of rapid transit in the country. Still in the prime of life and usefulness, I. W. Hellman stands ever ready to further any scheme for the benefit of Los Angeles, where his greatest achievements were won, where so many of his great interests center and where hosts of his friends reside.

GEORGE I. COCHRAN.

IT IS interesting in reviewing the careers of men who have made signal success in Los Angeles to note the various stations in life from which they come. While Fortune has chosen her sponsors from all ranks of society, as established by difference of means and education, it is a conspicuous fact that the favored ones represent, as a rule, the conservative, persevering and deserving element. The subject of this biography was possessed of superior educational resources before entering professional circles in this State, and is one whose experience has evidenced a marked fitness for the obligations imposed by success. The writer in compiling a select list of representative citizens who have accomplished most for their city and State, joins the public in paying respectful homage to George I. Cochran, one of the city's most progressive and successful men of affairs.

George I. Cochran was born near Toronto, Canada, July 1, 1863. He had hardly received the first impressions of boyhood, however, when his parents removed to Japan, where the family lived from 1873 to 1879. In the latter year his father, the Rev. George Cochran, D. D., returned from his missionary labors to his former home at Toronto. The Rev. Mr. Cochran was one of the first Methodist missionaries sent to Japan, and took a prominent part in church work, being president of the Toronto Methodist Church Conference, Dean of the University of Southern California, and occupying many other important positions in the Methodist Church.

GEORGE I. COCHRAN.

Upon the return of the family to Toronto from their residence in Japan, young George entered the Toronto University and later was called to the bar at Osgood Hall, Toronto. He commenced practice as a barrister and met with gratifying success even at that time. His parents were of Scotch and Irish descent, also related to the now famous Wesley family on his mother's side of the house, and George inherited the sterling quality of character predominant in both races. His mother was a devout woman and a true helpmeet to her husband. Having equipped himself for life's battle, the young man came to Los Angeles in March, 1888, at the age of twenty-five, and at once identified himself with the best interests of his adopted home. He met with immediate and gratifying success, and won prominence for his knowledge of the law, and for his untiring efforts in behalf of clients. Soon after he was happily married to Miss Alice McClung, also a Canadian and old-time acquaintance.

It was in 1893, during the financial panic which overtook the country, that Mr. Cochran first came into wide banking prominence. As attorney for the Los Angeles Clearing House he directed the legal affairs and counseled the business interests of that organization at that time, when an error would have meant ruin to thousands. No more flattering testimonial could have been tendered Mr. Cochran in recognition of his valuable service than the one adopted by that body after the crisis had been safely passed.

He took an active part in organizing and incorporating the Broadway Bank and Trust Company, and has been its first vice-president since its inception. Under good, conservative management this banking house has attained a reputation as one of the most substantial and progressive concerns in the city and State as well. Recently its growing business demanded larger quarters, and another thirty feet was added to the counting room, which occupies the larger part of the Broadway side of the imposing Bradbury building.

Among the most successful of Mr. Cochran's industrial promotions is that of the Conservative Life Insurance Company, of which body he is vice-president and one of the largest stockholders. In association with other Los Angeles capitalists, Mr. Cochran organized this company but two and one-half years ago, and during that period of time it has eclipsed all previous records held by insurance companies, both as to insurance in force and surplus attained.

While much of Mr. Cochran's time is necessarily engaged by the demands of his law practice, he is interested in the Los Angeles Trust Company, and is upon its directorate. The company does a business along the lines of the great trust companies of the Eastern cities, and has built up a handsome business in this city. The Rosedale Cemetery Association, which owns one of the most beautiful plots of ground in Southern California, claims Mr. Cochran as its vice-president and one of its directors, while the Seaside Water Company, which supplies water for Long Beach, San Pedro and Wilmington for irrigation and domestic purposes

as well, is another of the successful companies that have been launched by Mr. Cochran and associates. As a director and secretary of the United Gas, Electric and Power Company, he has done much to advance the interests of that corporation and the patronage it serves, and latterly was largely instrumental in consolidating it with the well-known Edison Electric Company.

The Santa Barbara Consolidated Street Railway Company, operating the car lines in the entire city of Santa Barbara, claims Mr. Cochran as a director, while the Artesian Water Company, a local corporation that has been expending money with a lavish hand in developing water for near-by towns, is indebted to Mr. Cochran for his legal and business advice at board meetings.

One of the most recent and withal the most successful of his promotions is that known as the West Adams Heights Association. This is one of the show places of the city, and one of the choicest residence sections. The addition gives about half a mile square of fine residence property to the city, and the class of residences that are being erected insures a maintenance of Los Angeles' reputation as a city of beautiful homes. Among the number already erected few are more artistic from an architectural standpoint than that owned by Mr. Cochran on Harvard Boulevard, an engraving of which accompanies this article.

RESIDENCE OF GEORGE I. COCHRAN.

Despite business and financial cares, Mr. Cochran has never blinded himself to the spiritual needs of Los Angeles' citizens. His early training was undoubtedly instrumental in his connection with the founding of the Westlake Methodist Episcopal Church, one of the most prosperous and fashionable churches in this city that promises to soon rival Brooklyn as a "City of Churches." Prominent and foremost in business enterprises, the same progressive spirit and executive ability are noted in Mr. Cochran's church work. He is a member of a commission of fifteen appointed by the last General Methodist Conference to consider and report upon a plan if feasible to consolidate the big benevolences of the church. This most important matter will be considered at the next General Conference, which will be held in Los Angeles in May, 1904.

In educational matters, Mr. Cochran takes an active part and does much to advance the interests of not only the city but the State as well. He has been one of the trustees and treasurer of the University of Southern California for many years, and is one of the university's most loyal supporters.

Politically Mr. Cochran is a staunch Republican, and an able defender of the tenets of his party. He has never sought political office, his ambitions not lying in a political pathway. He has always stood for good citizenship, and has been a member of the Executive Committee of the County Central Committee for many years.

George I. Cochran has the capacity for solving aright the business problems of an eventful career, and his unerring judgment has been the fulcrum on which has turned the success of great enterprises. As a promoter of industrial enterprises he has met with a success that has been manifestly the reward of business ability of the highest order, an ability that has made him one of the foremost promoters in the city, giving to Southern California a means of development and prosperity well befitting her vast natural wealth.

FREDRICK H. RINDGE.

A NATIVE of Cambridge, Massachusetts, of old New England ancestry, Fredrick H. Rindge's debut upon the stage of life was most auspicious. Born in 1857, his early boyhood was spent mid the scenes of that historic old town, where he received his education and prepared for Harvard. Graduating with the class of '79, he was in college with Theodore Roosevelt and many other distinguished men of affairs. Some time after receiving his degree from the university, Mr. Rindge succeeded to the possessions and management of the extensive estate left by his father, and the ensuing few years found his time and attention occupied with the details of its management.

Business and financial cares have never blinded Mr. Rindge to an appreciation of the duties of good citizenship, and he has contributed liberally to all causes calculated to benefit the public weal. He gave to the city of Cambridge its imposing City Hall, later presenting it with a Public Library building that is a handsome structure. His latest and possibly greatest gift was the Manual Training School, which he conducted at his own expense for a period of ten years, finally turning it over to the city. A direct result of this benefaction was the passage of a law by the State Legislature making compulsory the establishment and maintenance of similar schools by all cities of over 20,000 population in the State.

In 1887 Mr. Rindge came to Los Angeles, and attracted by its genial climate as much as by its undeveloped resources, decided upon a residence here for at least a part of the year. His first investment of importance was the purchase of a beautiful and historic old ranch, which he still maintains. The location of the property near Los Angeles is most desirable, and the ranch is in a highly productive state, being largely devoted to raising grain and cattle. It stretches along the coast for a distance of twenty-five miles, and has the distinction of being one of the largest ranches in this country of princely domains, where 15,000 acres is considered nothing unusual.

FREDRICK H. RINDGE.

As president of the Maclay Rancho and Water Company he has been instrumental in opening up to settlement, under the most favorable conditions, a 4000-acre tract of land located in the famous San Fernando Valley, that is being marketed in small tracts already set to citrus fruits. A large portion of the property is now in trees, while the balance is all highly productive and beautifully located. It is interesting to note in this connection that the land lies entirely in the frostless belt, and is free from scale and other pests which frequently prove such a drawback to orchardists in this section. A frequent service on the Southern Pacific makes the location most desirable, being within forty minutes' ride of Los Angeles.

It is probably as president of the Conservative Life Insurance Company that Mr. Rindge's name is most frequently before the public. As president of the company he has been largely instrumental in the upbuilding of the company's financial strength. The Conservative was incorporated under the laws of California with a capital stock of $200,000, at a par value of $100, with a surplus of $100,000, all paid in. The basis of the organization on its insurance operations is that accepted the world over as the only true, scientific calculation for safely offering such indemnity. It is technically known as the "old-line legal reserve" system. In financial circles throughout the State and the country as well, the company was immediately recognized as having started under the most auspicious circumstances, and within a short time after its incorporation its stock was quoted at 60 per cent. above par. Its growth has been remarkable, even unprecedented, in the history of insurance companies in this country. No company of the same age ever showed so much insurance in force, so much surplus or so much assets as the Conservative Life, now little over three years old.

Mr. Rindge's interests are by no means confined to the enterprises above mentioned. He has purchased liberally of the best business and residence realty in Los Angeles, and, through his enterprise in the erection of expensive, modern improvements, has contributed in a generous degree to the growth and upbuilding of the city. He is interested in a number of the most substantial banking houses in the city,

and in various other private enterprises too numerous to mention in detail. As a director in the Edison Electric Company he has been influential, and is at present interested, in developing Kern River power, it being the purpose of the company to bring 10,000 horse-power into Los Angeles in less than two years from this source alone. As president of the Artesian Company he and his associates have laid the foundations of a water system of great usefulness, and incidentally the company has developed water for irrigating purposes for the Palms and Ballona. He is also vice-president of the Union Oil Company of California.

Mr. Rindge has not confined his investments wholly to this portion of the State. He has invested liberally in developing reclaiming lands in much the same manner as employed by the Hollanders. Over 25,000 acres have been reclaimed and placed in a highly productive state by the simple process of building immense dikes along the river, burning and plowing the tule lands and dredging the river, throwing the rich sediment onto the tule lands through long sluice boxes. The most recent purchase is a tract of 8000 acres which belonged to the Ross Sargent estate. Success has attended the efforts of the company, and in one field of potatoes there are over 5000 acres. Seven dredges and over one thousand men have been employed upon the work at one time, and the enterprise is one of great importance to that section of the State along the San Joaquin River tributary to Stockton.

BIRD'S-EYE VIEW OF FREDRICK H. RINDGE'S RANCH.

dormant resources in the arid regions, bringing at great expense water to the thirsty soil, and making it possible for orchards and vineyards to grow where formerly the land was given over to the cactus and sage brush. Besides these companies with which his name is connected, he has assisted in the success of many enterprises along similar lines that would not have been launched without his financial support.

In the central portion of the State Mr. Rindge is interested in reclaiming thousands of acres of peat and tule lands near Stockton. He is president of the Middle River Canal and Navigation Company, a company formed for the purpose of

With such extensive interests in California, including great ranchos, vast stretches of irrigated lands, thousands of acres of peat lands, immense oil interests, and a number of banking and financial institutions, Mr. Rindge finds his time much taken up, but he still retains his manufacturing interests in historic New England, and makes frequent trips to his eastern home.

His Los Angeles residence is on West Adams Heights, one of the newest and most exclusive residence sections of this city. Here he lives in a manner befitting his station in social and financial circles.

STEPHEN MALLORY WHITE.

IN PREPARING a publication of a historical nature in which the lives of some of California's most distinguished citizens are chronicled it is appropriate to devote special space to the memory of the late United States Senator Stephen M. White, for his name is inseparably associated with a host of public measures of unquestioned value. He was probably one of the most widely known citizens of California. While he was in the prime of life he wielded a powerful influence in the councils of his State and the nation. Yet his rise was not meteoric, but was a steady development of intellectual powers, a steady ripening of influence and a sure advancement in the shaping of the policy of the political party he represented. In the various high offices to which he was elected he proved himself able, by wise statesmanship, to preserve the honor of our State and country, and to conserve the highest welfare. Strong in attachment to principle and living in times of partisan strife, his career nevertheless exemplified the maxim that "He serves his party best who serves his country best." One of the guiding principles of his life was independence of action, his determination to do his duty regardless of consequences, and a steadfast adherence to the dictates of his conscience, regardless of the shifting sentiment of today or tomorrow. In the course of his long public career he made many enemies, as every man who enters the service of his country is the subject of more or less severe criticism from his opponents. But it must be said that the bitterest political opponent of Senator White always conceded him to be a man of remarkable ability, with a genius for public affairs, and an unlimited force of determination and will power. Such was the late Stephen M. White.

STEPHEN MALLORY WHITE.

A native son of California, Stephen M. White was born January 19, 1853, in San Francisco, which was then little more than a straggling village. His father was a merchant in that city, having emigrated with his wife early in the spring of '49. Stephen's early boyhood was spent in the Pajaro Valley in Santa Cruz county, where his father had removed shortly after his son's birth. Here he received the rudiments of his education, later being sent to a private school in Oakland, and at sixteen he entered St. Ignatius College, San Francisco, finally graduating from Santa Clara College in 1871. For ten months after his graduation he read law in the office of A. W. Blair in Watsonville, about one year in a law office in Santa Cruz with C. B. Younger and nearly the same length of time with Albert Hagan of the same place. He was admitted to the bar on the 14th of April, 1874, and the following November came to Los Angeles to practice.

Success attended his efforts, and the future Senator won immediate recognition in professional circles throughout this section of the State. His first political office was accepted in 1883-4, when he served as District Attorney of Los Angeles county, the duties of which he performed in such a manner as to elicit the general attention and satisfaction.

On the 5th of June, 1883, Mr. White was wedded to one of the most accomplished and charming ladies of this city, Hortense Sacriste. The marriage took place at the Cathedral on Main street, and was one of the social events of the year. In 1886 Mr. White served with conspicuous ability in the State Senate. Soon after he became State Senator, the Governor, Washington Bartlett, died, and Lieut.-Gov. Waterman became Chief Executive, which caused Mr. White to be presiding officer of the Senate the first session and acting Lieutenant-Governor in the second session. His thorough knowledge of parliamentary rules enabled him to fill these positions with fairness to all and in a manner above criticism from any. While a State Senator, Mr. White made his famous canvass for the United States Senate. When, in 1893, there was a vacancy in the national Senatorial office, he was elected to that high office on the first ballot. He took his seat March 4, 1893, and of his career in that great office much is recorded in history.

Senator White's death, on February 21, 1901, was a great loss to the people of California, more than they possibly realized. City, county, State and national organizations joined in paying respect to his memory. Flags were hung at half-mast throughout the State, and his loss was universally mourned.

HERMAN W. HELLMAN.

HERMAN W. HELLMAN was born September 25, 1843, in Bavaria, Germany. His early boyhood was spent with his parents, and was devoted to the studies of the elementary branches now taught in the public schools and grammar grades. He was an ambitious youth, and, when a mere boy, determined to go forth into the world for himself and hew out his fortune. Yielding to the overwhelming impulse, he left home at the age of fifteen and directed his steps to this country, coming directly to Los Angeles, then a little Spanish town of less than 3000 souls. The first position held by young Hellman was that of freight clerk in the employ of Gen. Phineas Banning of Wilmington. His inclinations turned instinctively to finance, however, and he shortly resigned his position to engage in business in the stationery line. As a merchant, Mr. Hellman prospered. After a few years' partnership he sold out his interest in the business and started for himself in the same line. Success again attended his efforts, and in March, 1870, he determined to revisit the scenes of his boyhood, and, disposing of his business to advantage, he spent the following year in traveling throughout Europe.

HERMAN W. HELLMAN.

Returning to the country of his adoption in the fall of 1871, Mr. Hellman associated himself with an old school friend, Jacob Haas, and founded the wholesale grocery house of Hellman, Haas & Co., which, under Mr. Hellman's active management, carried on an extensive trade in Southern California, Arizona, New Mexico and portions of Texas, for nearly two decades. In 1890 Mr. Hellman retired from the firm of Hellman, Haas & Co., and then accepted the position of vice-president and local manager of the Farmers and Merchants Bank, at that time a State institution. No better choice could have been made. His mercantile education was gained in one of the greatest and most successful business houses of the Pacific Coast, and his experience had been in association with men to whom business was a life pursuit. Under H. W. Hellman the Farmers and Merchants Bank continued to grow — deposits then $2,300,000 — during an era of prosperity which has known no reverses. The estimation and confidence in which the bank was held are best shown by the deposits, which, during Mr. Hellman's management, aggregated the enormous sum of $7,500,000. This trust has never been betrayed, and in 1893, when a feeling of insecurity pervaded financial circles throughout the country, the Farmers and Merchants Bank, under the wise direction of Mr. Hellman, stood intact.

Other financial institutions and business enterprises claimed so much of his attention, however, that last May Mr. Hellman tendered his resignation of the position he had so long and ably filled with the Farmers and Merchants National Bank. His intention was to devote his entire time to private enterprises, but his purpose was interrupted by the stockholders of the Merchants National Bank tendering him a unanimous and insistent call to the presidency of that institution. Mr. Hellman was finally prevailed upon to accept the responsibility. Important changes and improvements in the bank were promptly decided upon, Mr. Hellman entering upon the work with the energy and ambition so characteristic of the man.

He is a director of the Security Savings Bank, which has recently taken in the Main Street Savings Bank, an institution with which his name had long been connected.

Mr. Hellman has erected an imposing eight-story office building in the heart of Los Angeles, which is absolutely fireproof and modern in every particular, the cost of the structure and grounds exceeding $1,500,000, and making it one of the handsomest buildings on the Pacific Slope.

JOHN F. FRANCIS.

ONE of America's most brilliant orators and statesmen it was who said that "Over all wealth, above all station, above all the noble, the robed and crowned, rises the sincere man." The man who by his sincerity of purpose and devotion to high ideals wins a place in the hearts of his fellow-men has, after all, won the enduring success. A career which elevates one's own self and at the same time reaches out and helps to raise those with whom one comes in contact has an influence so widespread as to be immeasurable. To the city of Los Angeles has been given such a character in the late John F. Francis, whose recent death in the very prime of his manhood deeply touched the hearts of an immense circle of his fellow-men. In both his life and death he builded to himself a monument of love for others and devotion to the highest aims of existence that stands bright in the history of Los Angeles citizenship.

JOHN F. FRANCIS.

John F. Francis was born in Clinton, Iowa, and his earlier years were spent there. On completion of his school work young Francis enjoyed the privilege of a journey to continental Europe, where his keen observation and retentive memory were used to largely add to his store of knowledge and to broaden his views of life. After returning to America, his love of military affairs caused him to enlist in the Kansas Volunteer Cavalry, under the command of Capt. David L. Payne. Mr. Francis served in this military body during the Indian campaign on the Kansas western frontier in 1867, and experienced many of the thrilling phases of frontier warfare.

Imbued with a spirit of adventure, Mr. Francis devoted the years following to the experiences of frontier life in the Western plains and mountains. He spent much time in the wildest sections of Colorado, Wyoming, Nevada and California, and gathered a vast fund of information relative to these countries. After a considerable period of time spent in this rugged life, Mr. Francis again made the journey to Europe, and there he leisurely visited the many points of interest and historical note. He returned to California in 1888, but soon was called to Europe again by the death of a dear friend. He then remained on that side of the Atlantic until 1891, when he returned and took up his life as an active citizen of Los Angeles.

His public life in Los Angeles is a record of devotion to the city's best interests. As a member of the Los Angeles Chamber of Commerce; as an ardent worker for the deep-water harbor at San Pedro; as a manager of the popular local festival, "La Fiesta de Los Angeles;" as a helper in every cause for the development of Los Angeles and of Southern California, Mr. Francis was indefatigable. His ability and means were given with a free hand to further these ends, and with him there was no turning back after putting his hand to the plow.

Mr. Francis had social qualities which endeared him to everyone who knew him. He was an able conversationalist, a royal entertainer; he had a sweet spirit and a sense of deep loyalty to his friends, and his extensive travel and keen powers of observation made him a welcome comrade with men of intellect and learning. He was an ardent churchman, a devoted son of the Roman Catholic faith. He did much for the advancement of the church's interests. Mr. Francis was one of the founders and, until his death, the president of that well-known organization of Catholic laymen, the Newman Club. This club was very dear to Mr. Francis, and he devoted much time to it.

Death came to Mr. Francis after a lingering illness of many months—July 4, 1903. The funeral services were held at the Cathedral of St. Vibiana, and that edifice could not hold the people who gathered to pay to the noble life of John F. Francis their last tribute of respect. Numerous church dignitaries participated at the solemn Pontifical Requiem Mass, and the various Catholic societies attended in a body.

Perhaps no more fitting expression could be found with which to close this brief account of that beloved citizen than the following beautiful tribute published in the Los Angeles Daily Times:

"Death has robbed Los Angeles of another of her strong, brave and kindly men — a man who was ever in the fore in good works, who was the very soul of generosity and

charity, who was sweet of temper, sunny of spirit, buoyant, genial and true.

"Mr. Francis was essentially a good citizen and never a self-seeker. He repeatedly declined to stand for public office, but as a private in the civic ranks, never was there a better soldier. Where there was suffering to be ameliorated, tears to be wiped away, courage to be put into despairing souls, there was John F. Francis with his open purse, his tender sympathy, his sturdy courage. Tireless in the discharge of an undertaking, zealous and filled with enthusiasm for a good and noble cause, discreet, adroit and considerate of the judgments and feelings of his fellow-men, he was alike a spur and an inspiration. Where he walked there was always sunshine; where he worked there was accomplishment; where there were discouragements he helped with a stout heart to discount them every one.

"Upon such men as our dead citizen is the hope of humanity. While the world contains such characters as he one need have no fear that better days for the race will not come than those which have passed away. While such men as he can live in peace with their fellow-men and prosper, there is encouragement for other good men who are in the midst of the bitter struggle of our civilization.

"Such men as John F. Francis are a blessing to the world, for they give examples that reach out for the betterment thereof. It is such as he who has gone unto everlasting rest who makes proof of the aphorism that 'the post of honor is the private station.'

RESIDENCE OF THE LATE JOHN F. FRANCIS.

"Los Angeles will miss and mourn this good, kindly, tender-hearted man, for his kind is all too few in any community. That his sleep will be sweet and his final reward sure, let no one question. So let him rest among the roses and lilies of the Southland that he loved so well, and let those he has left behind not mourn, for the fragrance of his gentle spirit is with us and about us, and will remain forever.

"A tender farewell, good friend, brave heart, sweet soul."

JOHN R. HAYNES.

SOUTHERN CALIFORNIA is one of the world's sanatoriums, and in viewing the influence of its reputation as a health resort on the growth and prosperity of Los Angeles, the casual observer is likely to overlook many other sources of the city's supremacy. Long ago the fame of our climatic and scenic attractions overshadowed that of our mining and commercial interests, and it is not surprising that it has almost eclipsed the fame of the progressive and enterprising men who dominate the business field of our city. To these things, not less than to the wealth of natural resources with which nature has endowed this section of the State, Los Angeles owes her development; and it is the purpose to present here the most striking examples of individual energy afforded by this fertile spot.

John R. Haynes's ancestors on his mother's side came over to the bleak New England shores in 1635, fifteen years after the Mayflower made her famous voyage. The old homestead at Ipwich, Massachusetts, is still occupied by a lineal descendant of the same name.

One of the Haynes' grandfathers fought in the King Philip's war, while his great-grandfather, at sixteen years of age, entered the Revolutionary Army, in a corps commanded by his uncle, Gen. Fellows. He was later on the staff of the commanding general in the Black Hawk War, and in the War of 1812 was commissioned colonel, though on account of advanced years he never served. This reason also prevented Dr. Haynes's father from taking an active part in the War of the Rebellion, though the family was represented by three uncles, one of whom suffered all the horrors of Andersonville Prison.

JOHN R. HAYNES.

John R. Haynes is a native of Pennsylvania, having made his debut upon life's stage in Philadelphia in 1853. He was reared in the "City of Brotherly Love," being educated in the public schools of the day, and later completing his education at the University of Pennsylvania, graduating from that celebrated institution of learning with the class of '74. He received two degrees, that of Doctor of Philosophy, which was conferred upon him, and later the degree of Doctor of Medicine.

Immediately upon completing his studies at the university, Dr. Haynes commenced the practice of his profession in his native city, meeting with gratifying success. Too close application to his duties finally threatened to undermine his health, and, accordingly, in 1887, he was compelled to relinquish his practice in the East and seek a more congenial climate. The same year found him establishing himself in Los Angeles, where he has since become a prominent figure, not alone in his profession, but in a business way, through the display of executive ability that has placed him upon the directorate of many of the most successful financial, mining and industrial institutions of this portion of the State.

From his youth to the present time Dr. Haynes has been an earnest friend of education; he has contributed, from time to time, valuable articles to the Southern California Medical Journal, and to publications of a similar nature in the East, and his opinion is highly esteemed in the Los Angeles County, the California State, the American and the Southern California Medical Associations, to all of which he belongs. Since opening an office in this city, in 1887, to the present time, Dr. Haynes has faithfully discharged the duties devolving upon him. He has met with great success, and has demonstrated his faith in the future of Los Angeles by making extensive investments in both city and country realty, and his present holdings represent some of the choicest business and residence property in the city. He has done more than buy for speculation — he has improved his property and made it revenue-producing.

Among the various concerns with which Dr. Haynes is identified is the American National Bank, of which he is a director. This institution, capitalized with a million dollars, is a most conservative and substantial financial house. The Conservative Life Insurance Company claims Dr. Haynes as one of its directors, and under the present management this young financial giant is making rapid progress in an entirely new field of insurance work.

The undeveloped mineral resources of the Southwest have attracted his attention, and he is represented upon the directorate of the Quartette group of mines in Southeastern Nevada. Dr. Haynes has been one of the foremost promoters of the oil industry in the State since its inception. He is a director of the Simi Crude Oil Company, that has extensive holdings in the Simi Valley. He is largely interested in the Union Oil Company and many others operating in this section of the State, which, through his liberal support, have

grown and developed. This brings into prominence the generous side of Dr. Haynes's nature, and it commands the admiration of the character student no less than that element which has made him successful as a financier and prominent in his profession. He is not a man of ostentation. What he does for his fellow-man is the expression of generous and noble impulse, and is done as inconspicuously as possible.

In 1897 Dr. Haynes and a number of the leading physicians and surgeons of Los Angeles organized the California Hospital Association, and immediately erected the handsome and well-equipped California Hospital.

Twice since its inception it has been necessary to erect additional buildings, and the California Hospital now has accommodations for several hundred patients, and enjoys the distinction of being one of the best appointed and most modern institutions of its kind in the country. Dr. Haynes has taken an active part in promoting its best interests since its organization; he is a director of the institution, besides occupying a similar position in the California Resort and Health Company, popularly known as "Idyllwild," which occupies a beautifully-located piece of land among the pines of the San Jacinto range. Both of these enterprises have been remarkably successful, and have done much to advance the interests of Los Angeles as a health and pleasure resort.

Dr. Haynes is a Californian in the sincerest sense of the word. He devotes his energies to the upbuilding of the State that has restored his health and given him the marked success that he has attained in both business and professional circles. And Los Angeles has few citizens who have done more for the general weal than he has. Few progressive or moral movements inaugurated in recent years have lacked his support, in both a material and an influential sense; nor has any enterprise to which he has given his consideration failed of success. He has a beautiful home in one of the choicest residence sections of the city, famed for its handsome residences. Socially, Dr. Haynes is no less prominent than in the professional or business realm.

RESIDENCE OF DR. JOHN R. HAYNES.

NILES PEASE.

THE commercial life of Los Angeles and of Southern California has been quickened by the best talent culled from the Eastern business channels; and to have made a marked success in commercial ventures in the midst of such talent of itself speaks volumes for one's business sagacity and

NILES PEASE.

foresight. To the men of affairs who have come out from the practical, methodical East, and who have cast their lot with this city, freely using their means in giving a permanent base to the city's growth, Los Angeles owes a debt of gratitude.

In the coterie of men whose names have become synonymous with the business life and larger commercial interests of Los Angeles, is Niles Pease, the veteran furniture merchant. The birthplace of Niles Pease was near Thompsonville, Connecticut; the date was October 13, 1838. He is the grandson of Simeon Pease, a Revolutionary soldier. The first eighteen years of Niles Pease's life were spent in his native locality, where he attended the public schools. He then learned the tinsmith trade, and later he opened a business establishment in his native town for the manufacture of tinware and the sale of stoves and heating fixtures.

This enterprise grew to large proportions, and in connection with the store Mr. Pease had a system of wagons carrying supplies over routes in various parts of the State, through which his outside business was largely built up. After several years a line of furniture was added to the establishment, and this proved so successful that eventually it was made the main branch of the Pease concern. For almost a quarter of a century Niles Pease conducted a continuous business in his native town. He then sold his interests there and decided to cast his lot with the people of the Pacific Slope.

Mr. Pease came to Los Angeles in 1884, and was made a member of the Los Angeles Furniture Company, which opened a store on South Spring street. This was the beginning of a long and honorable business career in this city. The following year the other partners in the company sold their interests to Mr. Pease, and he greatly increased the extent of his establishment. With his long experience and keen business foresight, Mr. Pease commanded a growing trade, and finally was compelled to have a building erected especially for his own use.

This building, which was erected by L. Harris, at No. 439 South Spring street, is a handsome five-story structure, arranged especially for the Niles Pease Company, which uses all floors for the display of its large stock. In September, 1897, the Niles Pease Furniture Company was incorporated. The organization included Mr. Pease and his children. The firm holds a high position in the business circles of Los Angeles, and has built up a business which extends into all parts of Southern California and well out into Arizona.

Mr. Pease is a Thirty-second Degree Mason, and has long been prominent in that order. In politics he affiliates with the Republican party. In 1876 he was elected from his home district in Connecticut as representative to the State Legislature. He has always maintained a lively interest in public affairs, and has been a generous helper for many worthy local charities. His church connection is with the Unitarian society, and he has served as a trustee of this church for several years.

Mr. Pease has been interested in several local enterprises outside of his extensive furniture business. He is a director of the Columbian Savings Bank; a prominent member of the Los Angeles Chamber of Commerce, and president for the past two years of the Merchants' and Manufacturers' Associa-

RESIDENCE OF NILES PEASE.

tion. Ever since deciding to ally himself with the commercial interests of this city, Niles Pease has taken a deep interest in the city's advancement, and has added the force of a solid, substantial man of affairs to the municipality's growth.

E. P. CLARK.

IN CONTEMPLATING the wonderful growth of Los Angeles, and the causes contributing thereto, it were superficial to attribute the development of the city entirely to the climatic conditions with which a beneficent nature has endowed it, though that feature must perforce be conceded as a necessary element. But that there is some element necessary to co-operate with Nature in the production of a Southwestern metropolis is amply evidenced by the fact that Nature had endowed it with a beauty and grandeur which baffled portrayal, long before it was taken advantage of by man. Industry and enterprise, administered by the hand of man, have brought about miraculous changes in this section of the State, and in exploiting the advantages of Los Angeles the public recognize no less an obligation in paying fitting tribute to the men who have supplemented Nature in the distribution of her bounties, than in proclaiming the marvelous record it has established of being one of the most progressive cities of the world today. Among those who may be properly classed under this category, few have contributed in a more generous degree than the man whose name introduces this biography.

ELI P. CLARK.

Eli P. Clark was born near Iowa City, Iowa, November 25, 1847. At that time Iowa was "way out West" — four-fifths of the State was vast, uninhabited prairies, rich and beautiful in all their wildness. We of today little realize what were the experiences of those who lived on the western frontier, when it is remembered that it was not till 1858 that the first railroad to cross the Mississippi River was the Rock Island and Pacific, at Davenport, Iowa.

In 1855 his parents moved farther west to Grinnell, a new town, where it was planned to have the best educational advantages in the State, and where soon Iowa College was established. As a boy he grew up here among influences that were well calculated to inspire ambitions. After attending the public schools he entered the college. During his college days he taught his first school in the winter of his eighteenth year, and attributes the greatest lesson of his life to that experience.

Two years later the family moved to Southwest Missouri to escape the rigors of the severe Iowa winters. Here he engaged with his father in farming, in the winter teaching school.

In the spring of 1875 he left his home in company with a party to cross the plains for Arizona. This was before railroads and when travel was fraught with danger from lawless bands of white men as well as treacherous Indians. After many thrilling experiences, during a three months' journey by way of the old Santa Fé and Fort Wingate trail, the party reached Prescott August 11.

Almost his first acquaintance was his present partner and brother-in-law, Moses H. Sherman, who was principal of the Prescott High School, the first public school organized in the Territory. Mr. Clark first engaged in merchandising, and was acting postmaster for nearly a year. In the winter of '77 and '78 he formed the partnership of Clark & Adams, dealers in and manufacturers of lumber, at one time operating three sawmills in that part of the Territory and doing an extensive business throughout the Territory.

Mr. Clark has been all his life a staunch Republican. In 1877 he was chosen Territorial Auditor, succeeding himself four terms and filling the office for ten years. It was during these years that he formed the acquaintance of Gen. Fremont while he was Governor of Arizona, and counts the acquaintance and official relations with Gen. Fremont among the most pleasant of his experience.

By Territorial enactment he became ex-officio State Assessor and made special study of the subject of assessment and taxation. Many of his recommendations for their improvement are now the law of the land.

In 1880 he formed his most important partnership when on April 8 of that year his marriage with Miss Lucy H. Sherman was celebrated; and with their family of three daughters and one son they have a large circle of friends and acquaintances in this city.

Mr. Clark early became interested in the matter of railroad facilities for Arizona, and was active in procuring favorable legislation to encourage the building of a road from Prescott to Maricopa, and afterward was instrumental in having a bill passed in the Legislature of 1885 granting a subsidy of $4000 per mile for a road to be built from Prescott to connect with the Atlantic and Pacific Railroad. He helped to organize the first company and became its first secretary and treasurer, and turned the organization over to Thos. S. Bullock, who financed and built the Prescott and Arizona Central Railroad, which afterwards gave way to the Santa Fé, Prescott and Phœnix Railroad, one of the best railroad properties in the West.

In 1890 Gen. M. H. Sherman, his brother-in-law, while in Los Angeles repeatedly wrote urgent letters, requesting

him to join him in Los Angeles and engage in the street railroad business. After much persuasion he consented, and in January, 1891, arrived in Los Angeles, to begin the inauguration of the present street railway system. To them belongs the credit of having given to Los Angeles, and California as well, the first successful electric railway; even at that comparatively early date, when Los Angeles was a town of not more than 40,000 people, these men in the face of much hostile criticism, as well as active opposition, pushed ahead, manifesting a faith in the future greatness of Los Angeles, extending their city lines in all directions to their present limits.

In 1895 they disposed of their interests in the local street railway lines known as the Huntington lines, and devoted their energies to interurban lines, building and equipping the Pasadena road. The year following Mr. Clark took the first steps for an electric line to Santa Monica by securing the property of the old steam railroad known as the Los Angeles and Pacific Railroad; and even in opposition to the judgment and wishes of his partner and brother-in-law, succeeded in convincing him that it was the thing to do, out of which persistence, foresight and energy has grown the famous "Balloon Route," the Los Angeles-Pacific Railroad lines, covering the entire section of the county west and southwest of Los Angeles, from Hollywood to Santa Monica Cañon, furnishing transportation to Santa Monica, Ocean Park, Playa del Rey, Hermosa and Redondo, and comprising upward of one hundred and fifty miles of as fine an electric railroad, fraught with greater possibilities, than can be found anywhere in the United States.

It is freely admitted that it is largely due to his untiring, persistent and never-give-up characteristics that the property is what it is today.

The direct benefits that have accrued to this city and all points reached by their lines are so many and so well known that further commendation would be superfluous. Towns have sprung up where before their lines were built were barley fields and shifting sand dunes.

In presenting the biography of E. P. Clark as one among the men who may be said to have made Los Angeles, the writer acts advisedly, for this city furnishes no more striking example of enterprise and energy in advancing the interests of the city than he; but it is not alone as a railroad man that Mr. Clark merits recognition in these pages, for he has been a contributor to the welfare of this community and a factor in the growth and prosperity of Southern California throughout his residence here. He has contributed to the city's advantages as a tourist resort by sparing no expense in the equipment of his electric lines, and his ready response to the constantly recurring demands upon public spirit has marked him as a man who has at heart the weal of his adopted home. He is a man of integrity in all his business relations, and the confidence he inspires is the reflection of worthy character.

RESIDENCE OF HIRAM HIGGINS ON WILSHIRE BOULEVARD.

CHARLES HENRY FROST.

LOS ANGELES, while surrounded by the advantages with which a bountiful nature has endowed this section, owes much of its growth and prosperity to the indomitable pluck and tenacity of the far-seeing and persevering men of business and finance who have cast their lot with the city and invested their means in the development of the industries at our door. The city claims many such, and prominent among them is the subject of this sketch, one of the city's most progressive and capable business men.

A native of New York State, Mr. Frost first saw the light of day in historic Ithaca, the present seat of that celebrated institution of learning, Cornell University. At the age of fourteen his parents removed to the newer country of Illinois, where young Frost was educated and grew to manhood. Upon reaching man's estate he engaged in business in Chicago, at that time, 1861, a city of less than 250,000 population. To him belongs the distinction of having erected and operated the only pressed-brick plant ever conducted in that city. After spending twenty years in business in Chicago and having met with gratifying success, he became attracted to the splendid opportunities for investment in this city, and accordingly the year 1886 found him a resident of Los Angeles.

CHARLES HENRY FROST.

Mr. Frost placed the utmost confidence in the future of the city, and at once associated himself with the best interests of his adopted home. Shortly after his arrival he organized the Los Angeles Pressed Brick Company, and has since been its president and manager. With rare judgment he secured most desirable locations, and a year ago moved to the corner of Date and Alhambra streets, and erected a modern plant. The product was no sooner placed on the market than it created a demand, and it soon became evident that the plant would have to be materially enlarged to fill advance orders. This has been done as the business demanded it, until today the plant is one of the largest and most complete in the United States. The capacity of the plant is about 6,000,000 brick a year. The plant covers seventeen acres of ground and possesses exceptionally good shipping facilities, with spurs from both the Santa Fé and the Southern Pacific Railroads entering its yards. The buildings are modern and the equipment of the latest type. All brick is fired by heat generated from oil, and from sixty to seventy-five men are furnished constant employment, over $1,000 a week being distributed in wages by the company. It is interesting to know that the company owns 1600 acres of land in an adjoining county, where it has uncovered and is mining a superior grade of non-plastic flint clay. There is a vein over 3000 feet in length and 40 feet in width upon the property, and assays of the clay show it to possess those elements which are so essential for the manufacture of a superior grade of fire-brick. This flint clay "mine" is one of less than a dozen known to exist in this country. The product of the plant finds a ready sale as far south as Tucson, Arizona, and east as far as Ogden, on the Union Pacific Railroad. The pressed brick made by this company is not surpassed in the United States, and is in great demand among the leading architects, contractors and builders of this city. Its popularity is based upon the twofold consideration of quality and economy, for the company meets all competitors in both these respects. Among the prominent buildings of Los Angeles into the construction of which this firm's product has entered, are the new ten-story Huntington Building, which is the largest building erected west of St. Louis, and the twelve-story Trust Building, corner of Fourth and Spring streets; in fact, this firm supplies the pressed brick for practically every large building in this city.

Mr. Frost capitalized the company for $250,000, and has associated with him in its management such well-known financiers as W. C. Patterson, President of the Los Angeles National Bank; I. N. Van Nuys, the multi-millionaire, owner of the famous hostelry of that name; Dr. Henry West Hughes, a wealthy physician of this city, together with Jas. Irwin, owner of the San Joaquin 105,000-acre ranch, the largest ranch in Southern California today. All are men of substantial character and resources, and, with the other stockholders, present one of the strongest associations of business talent in the city.

Mr. Frost's business career, since making Los Angeles the base of operations, has been one of marked success. He has manifested a discriminating judgment in the selection of real estate and associates, and his holdings in this city and Pasadena number some of the most desirable residence and business properties in those cities. He has invested his funds without stint in realty and other forms of property, and in 1898 began the erection of the Frost Building, the most imposing business block erected on Broadway up to that time, and excelled by few in the city at this date. The building is modern throughout, a half-tone reproduction of it appearing elsewhere in this publication.

A handsome olive grove of 115 acres, situated near El Toro, in Orange county, is the property of Mr. Frost, and he has been prominent in the organization of a company through which the growers of large orchards hope to market their crops, both in the form of olive oil, and canned or pickled olives, for which there is such a ready market, both locally and in the East.

WILLIAM HAYES PERRY.

HERE follows a sketch of a pioneer of pioneers. Not many of the American settlers of Los Angeles date their arrival earlier than does W. H. Perry. There are less than a dozen men alive today who were here when he first entered the city. Indeed, it is doubtful if there are half a dozen such.

William Hayes Perry was born in Newark, O., October 7, 1832. Here he obtained such schooling as was possible at that early date, and then learned the cabinet-maker's trade. He had not yet come of age when he heard the wonderful stories being told of finding gold in the creeks of California. He had to bide his time a bit, but as soon as he had reached his majority and found it right to choose his way in the world, his ambition led him to take the overland journey and set his face toward the new Eldorado. This was in 1853. A party of fifty men and five women was made up at Council Bluffs, Iowa, to cross the plains to the Pacific Coast. Among those with W. H. Perry was the late Col. Hollister, of Santa Barbara. The path lay by Salt Lake; thence by the southern trail to San Bernardino and Los Angeles. The party had a pretty large band of sheep, cattle and horses, which offered a constant temptation to the Indians of the plains, who made several attacks on the party. The journey took many months, and not until February, 1854, was Los Angeles reached. Mr. Perry is today one of the most substantial business men of Southern California, but he does not hesitate to say that he reached Los Angeles not only without a dollar, but without a decent suit of clothes. One of his stories of early days is the way he obtained clothes suitable to present himself in. He walked frankly into a clothing store, where he did not know a soul, stated his case, and asked for a suit of common working clothes on credit. The storekeeper must have been very favorably impressed by the young man, for he not only fitted him out as requested, but actually pressed on him a second suit of better clothes for Sundays and for social occasions. Thus provided for, he sought employment, and soon found it at his trade. He worked at cabinet-making for a year, and then securing as partner an acquaintance, opened the first furniture store and factory in the town, under the name of Brady & Perry. In 1858 Brady died, and the late Wallace Woodworth entered the firm, which for twenty-five years was Perry, Woodworth & Co. The original business of the firm was making and selling furniture. It was progressive, and more than kept pace with the growth of the community. This firm imported, set up and set in motion the first steam engine ever seen in Los Angeles. About 1865, the firm, with others, organized a company to manufacture gas for the little city, and this was a paying venture for years. In 1873 the furniture factory was expanded into a lumber yard and mill. The location was on Commercial street, running back to Requena, where the modern plant stands today. On the death of Wallace Woodworth, the enterprise was incorporated under the style of the W. H. Perry Lumber and Mill Company, and so it stands today. As the city grew, the plant was enlarged until about six years ago, when a disastrous fire literally destroyed it. Perry never knew defeat. The fire resulted in the installing of a new plant modern in all respects, with every labor-saving device known in the mill business of today. The lumber business of the corporation at the present time is probably close to 100,000,000 feet a year.

WILLIAM HAYES PERRY.

The ramifications of the business are immense. It is not merely a lumber yard and milling concern. The W. H. Perry Mill & Lumber Co. owns its own timber lands in various places on the Coast. It has its own logging camps, sawmills, vessels, wharves, spur tracks to the railroads, and handles the lumber from the tree to the structure into which the finished product goes.

Mr. Perry also organized the Los Angeles and Humboldt Lumber Company, with the object of sending lumber to all points in Arizona. He also organized the Pioneer Lumber and Mill Company of Colton, near Los Angeles, to supply the country adjacent to that point. Another corporation originated and controlled by him is the Los Angeles Storage, Cement and Lumber Company, which supplies to the builders of Los Angeles lime, plaster, fire-brick, cement, hair and other materials used on buildings.

In 1868 the waters of the Los Angeles River had been leased to a company, with the privilege of laying pipes in the streets of the city and supplying water to the citizens. For

some ten years this company did not make any great headway, but in 1879 Mr. Perry was made president of the company, and, putting his energy into this company with other enterprises, applying business principles to the management and making all necessary improvements to the plant, the corporation was put on an earning basis, which increased its efficiency up to a few years ago, when the water reverted to the city at the end of the term of the lease. Under the able generalship of Mr. Perry, the stockholders retired from the water company very rich men.

W. H. Perry was at all times a firm believer in the great future that lay before Los Angeles. From time to time he made judicious investments in real estate in the city, and is today one of the heaviest taxpayers in Los Angeles. His real estate holdings represent a good many liberal slices of the choicest business property in the city. He went into the Farmers and Merchants Bank at an early date in its history, and has been through all its years of progress and success one of the substantial shareholders in the institution, a director of its affairs most of the time, and one to whose mature and sound business judgment his associates always lend an attentive ear. When his friend, I. W. Hellman, was induced to remove to San Francisco and take the presidency of the Nevada Bank in that city, Mr. Perry became a stockholder in that, and also in the Union Trust Company, another San Francisco institution under Mr. Hellman's guidance. In connection with the water company, Mr. Perry organized the Crystal Springs Company, to develop water near the river above the city. A fine body of pure water was secured which added greatly to the domestic supply and gave the people a much purer article than was the surface flow. This went to the city with the transfer of the water plant.

For fifty years there have been few important enterprises and little development in Los Angeles with which Mr. Perry's name has not been connected. Perhaps no man in the city has been shareholder and director, vice-president and president in so many corporations. When the oil industry came into being he was among the first to lend his aid in its development. The Reed Oil Company, the Slocan Oil Company, the Kern Oil Company and the Western Union Oil Company have all felt the influence of his backing.

In 1858 W. H. Perry married Miss Elizabeth M. Dalton, whose immediate family and their relatives were pioneer settlers in Los Angeles city and county. The Daltons left their mark on the history of the section in many ways. Nearly half a century has passed over the heads of the youthful bride and bridegroom of 1858. They have been most eventful years to them and to Los Angeles. They still walk side by side along the quiet paths where the shadows of life's evening fall gently and peacefully around them. They have two children living. The eldest is Mrs. C. M. Wood, who from a child developed remarkable musical talents. Mr. Perry sent her to Italy, and at Milan, under the tuition of Sig. Giovanni, one of the most noted instructors of that city, her beautiful voice was perfectly developed. Miss Perry made her début in Milan, and during her engagement there made a most favorable impression on the musical world. The other child is Mrs. E. P. Johnson, Jr., of this city, and she, as well as Mrs. Wood, has a most interesting family growing up around her.

The home of Mrs. Perry and those of her two daughters are important factors in the social life of Los Angeles. High cultivation and the kindliest hospitality lift them to a high position among the refined homes of Los Angeles.

RESIDENCE OF HERMAN W. HELLMAN.

CHARLES SILENT.

THERE is an element of character in some men which impels them to success, not through the blunders of fortune or the possession of means, but through the commanding qualities—judgment, perseverance, industry. California has been a rich field of opportunities for such men, and it is not surprising that we find them so conspicuous among the successful pioneers who have attained wealth and prominence in the development of the Southwest. Among those who may be enrolled under this head, Charles Silent has always stood high and prominent, and as such is no less worthy of presentation than as one among the State's most energetic and progressive men of affairs.

A native of Baden, Charles Silent made his début upon life's stage in 1843, but at five years of age accompanied his parents to this country, where the family settled at Columbus, Ohio. At the early age of twelve it was necessary for the lad to assist in providing for the family, and his opportunities for schooling were limited after that time. The year 1856 marked one of the greatest influxes of immigration to this State that had ever been known, and among the throng that battled for a foothold in the young commonwealth was the future United States Judge, then a slender lad of thirteen. The journey was made by way of Panama, and San Francisco was reached in the summer of '56. The metropolis of the Pacific Coast did not prove so attractive to the boy as the mining regions of Amador county, and thither he wended his way shortly after his arrival in the State.

CHARLES SILENT.

Having early decided upon a professional career, he worked and saved with the one idea of obtaining the wherewithal to complete his studies. At the age of seventeen he had secured a teacher's certificate, and for the ensuing three years devoted his time to teaching, during his spare moments diligently studying, and saving his money with a view of going to college before completing his law studies. In 1862 he entered the sophomore class of the University of the Pacific, at Santa Clara, and upon leaving the university accepted the position of principal of the Santa Clara public schools, holding the same until 1866. While teaching school he took up the study of law, and after completing a course of reading entered the law office of S. F. & J. Reynolds, in San Francisco, as a student. He returned to Santa Clara and was appointed one of the Deputy County Clerks, in which position he familiarized himself with pleading and practice, and with the public records of the county. In 1868 he was admitted to the bar, and immediately became a member of the law firm of Moore & Laine, one of the leading firms of lawyers of San José. After ten years of successful practice in San José, Mr. Silent was appointed one of the judges of the Supreme Court of Arizona. In 1880, after having filled the position for two years, he resigned to commence practice at the bar in Tucson, where he established a successful and remunerative clientele, which he was obliged to relinquish in 1883, owing to failing health. After two years spent in travel and recreation, Judge Silent had so far recuperated as to again determine to enter the legal circles, and selected Los Angeles as his home, where he has since resided and been accorded a prominent place among the most conspicuous figures at the bar.

While living at San José he was ever active in public affairs which tended to the upbuilding of the community. He was the originator and became one of the owners of the street railroad between San José and Santa Clara, which was one of the first street railroads constructed south of San Francisco. He was active in matters relating to the public schools, the widening and beautifying of the streets, the construction of capacious and permanent sewers, the establishment and construction of the State Normal School, the first in the State. He devised the plan and secured the passage of a law by which the city of San José constructed a beautiful drive a distance of six miles to its great public park. He was the head of a corporation, which, under his supervision, constructed the railroad from Santa Cruz along the San Lorenzo River to the town of Felton, which is now a part of the railroad running from Santa Cruz across the mountains to Oakland. It was through his foresight that the Santa Cruz Mammoth Trees, which lie along this road, were saved from the sawmill and were preserved as a pleasure resort.

Since removing to Los Angeles he has been identified with the best interests of his adopted home. He has long been a member of the Chamber of Commerce, and has taken a keen and active interest in the proceedings of that organization. When, in 1897, many unemployed men roamed the

streets seeking work, he organized a movement through the Merchants' and Manufacturers' Association looking to their relief, and through his strenuous efforts a large sum was raised to furnish them with employment in beautifying the entrance to one of the city's show places, Elysian Park. The Merchants' and Manufacturers' Association, in recognition of his good work in this connection, made him an honorary life member.

Aside from a most remunerative law practice, Judge Silent has evidenced a business ability that has redounded to the immediate benefit of the city and State, as well as to his own private fortune. In laying out Chester Place, he gave to the city one of the most attractive and beautiful residence tracts in the city. Here he has his home, and the accompanying illustration will show its many architectural features in detail. Judge Silent is identified with numerous enterprises, that but for his liberal aid would never have been inaugurated, or, at best, would have proved failures. This brings into prominence the generous side of his nature, and it commands the admiration of the character student no less than the element which has made him eminent as a jurist. He is not the type of man to court or brook ostentation.

It has been marveled that a man possessing the wealth and influence of Judge Silent could have avoided drifting into politics. Few men similarly situated would have withstood the temptation, but if political honors were a temptation to Mr. Silent, we cannot say. Certain it is that there have been times in recent years that he might have accepted preference in the political realms with the warm support of his fellow-citizens, regardless of party affiliation. Whatever his estimate of their value, he has not permitted political possibilities to deflect him from his chosen sphere of usefulness. From this it must not be inferred that he takes no interest in politics, for, on the contrary, he is a staunch Republican, and an able defender of the tenets of his party.

RESIDENCE OF CHARLES SILENT, CHESTER PLACE.

America boasts no titled aristocracy. Her nobility are self-made men, whose careers emblazon the pathway to success, whose achievements are a stimulus to incentive, and emulation of whom is the sesame to fortune. Scores of names are inscribed upon California's scroll of fame, and few are better entitled to the distinction than the pioneers of the early '50's. In many respects the career of Charles Silent may well point the road to success to the coming generations of young men.

JOHN PERCIVAL JONES.

THE following sketch brilliantly illustrates two things: the supreme value of personal character and native ability, and the equal opportunity every man enjoys under American institutions to achieve success whether he be rich or poor, or whether or not he has powerful family ties and personal friends to aid him in his career. The life here portrayed shows that a man of ability and steady purpose may reach the highest round on the ladder of fame with no support to rest upon outside his own God-given powers and unwavering efforts.

January 27, 1829, there was born in a small village, The Hay, in Herefordshire, England, a male child. There was little in the birth to indicate any promise of an unusual career. It was a birth not to exalted station, and whatever family influence or the aids derived from personal friendship might avail the child in later years was taken away by the removal of the family to a distant land before the boy had reached the end of his first year. But he came of the sturdy stock of the borderland between England and Wales, where sturdy stock grows. The family name, Jones, indicates a strong strain of the ancient blood of the Britains, Celts, Scots or Cambrians who inhabited the British Isles before Ceaser, Horsa, Kanute or any soul of other race set foot upon the soil.

JOHN PERCIVAL JONES.

The child was named John Percival Jones, and while still an infant in arms was transplanted to America, the family settling in Ohio, near Cleveland. It was a rude community there and a hard life seventy-five years ago. Opportunities were not as now to gain knowledge of books or of life save in its less developed conditions. But the desire for knowledge was a burning one in the race of which this child came. In early youth he had all the advantages the glorious public schools of the United States afforded to all the children who grow up beneath the flag, no matter how remote from great cities the home may be, or how straitened circumstances may be around the hearthstone. Twenty years had not passed over the boy's young head when the story of the discovery of gold in California reached his ears, as he performed his duties in a Cleveland bank. The fact that he had found employment in a bank indicates that he began to aspire at an early age, and that the aim of his ambition was high. But the tale of gold in mill sluices on the Pacific Coast instead of in bank trays as in Cleveland excited the attention of young Jones as it did that of thousands of other venturesome and resolute souls. But the gold in the bank trays did not belong to the boy, and he had not a fortune in his pockets. To reach the mountain streams of California where the gold lay free for anyone to take who had the hardihood to bear fatigue and hunger was a long and costly journey, beset with many perils. The young bank clerk was not to be deterred by dangers nor held back by difficulties, however great. He and others of the same stamp procured at Cleveland a small bark, the Eureka, and set sail on the waters of Lake Erie, passed out the Welland Canal, down the St. Lawrence River into the broad and stormy North Atlantic. After many months of battling with the waters through countless hardships, including shipwreck and exposure to the elements on sea and land, stormy Cape Horn was rounded in ice-bound midwinter, and in undue time, for they were long on the way, the young argonauts cast anchor in the Bay of San Francisco. Jones did not linger among the pitfalls of the little town, but hastened away to the mines in the northern Sierras. This was in the spring of 1850. But "gold is where it is found" was a discovery made by the young miner, and it is not in every stream nor on every hillside. For years a hard struggle was maintained in a search for the coveted treasure that would have proved hopeless to a less resolute spirit. Nor were the young miner's aims all for self. The interests of the community had a prominent place in his mind. In those rough days the office of sheriff in a mining community was not a sinecure, but John P. Jones was sought by the citizens of Trinity county to perform the strenuous duties of the office, and he performed them well. In another portion of the State his services on behalf of the public were sought and he went to Sacramento as a member of the Legislature. There were "bad men" in the mining camps of the white men, and troublesome and dangerous Indians in the mountain fastnesses. Many a hard experience Jones had with these elements, as had every honest, law-abiding citizen of the new State into which 80,000 people, mostly men, all strangers one to another, nearly all without family ties, and from all nations on earth, and all ranks of society, poured in a few months.

Seventeen years of this life full of trials, toils, dangers,

disappointments passed, and the young head began to be less glossy, less full of the glorious locks of youth. John P. Jones was now thirty-eight years old, in the prime of life, ripe in various experiences of the most varied character, but far from a millionaire. The news of the discovery of the great Comstock Lode in Nevada floated over the Sierras, and Jones sought there new fields of adventure at an early date in their history. Fortune seemed to have decided to smile more favorably on the persistent spirit which wrestled with the fickle goddess as Jacob did with the angel and would not let go until he attained the coveted blessing. Senator Jones is not given to talking freely about what he has had or has of this world's goods, but those who are conversant with the history of the Pacific Coast know that he has made half a dozen large fortunes in his day. But John P. Jones is not the kind of man to hold onto money like a pawnbroker. He has never passed as a professional philanthropist, but he has been a practical one. He has realized that money has little good unless, like the mountain stream in vigorous motion to bless the valley below, refreshing it in every way, it is put to some good use where men may enjoy its blessings.

RESIDENCE OF SENATOR JOHN P. JONES AT SANTA MONICA, CAL.

In 1860 Mr. Jones and Col. R. S. Baker came into possession of the San Vincente Rancho at Santa Monica. A good wharf was constructed there soon after and a railroad begun to pass through Los Angeles to Salt Lake. The Jay Cook failure a few years after brought this great public enterprise to an end, and Senator Jones lost a large sum in the collapses that followed. But the loss of a fortune meant little to so capable and energetic a man. He made another before long.

The title used above, "Senator," may seem premature in this case, but it is scarcely so. In 1873 the people of Nevada sent John P. Jones to the United States Senate, and he has worn the toga continuously from that time to a year ago. He sat in the august body, the Senate of the United States, for thirty years, rivaling the career of Thomas H. Benton of Missouri in older days. In politics Senator Jones was a Republican and was one of the most powerful debaters and most skillful parliamentarian in the Senate. His part in the debates on the tariff discussion is a memorable one, and there was probably no other Senator more respected by the Free Traders than he. For Jones to cast his gauntlet down in the Senate caused dismay among the ablest men in the Democratic ranks. He was not an orator in the usual acceptation of the term, but he was surcharged with facts which he arrayed with masterly skill and consummate force in so practical a manner as to make successful contention impossible. He carried conviction to the minds of his hearers. The injection of the Free Silver discussion into politics in 1896 caused Senator Jones to break with his old-time party alliances and join the hosts of his former political antagonists. Republicans who arraign Senator Jones for this would do well to remember that he was a Free Silver advocate before it became a party measure, when many others on his side of the Senate leaned the same way.

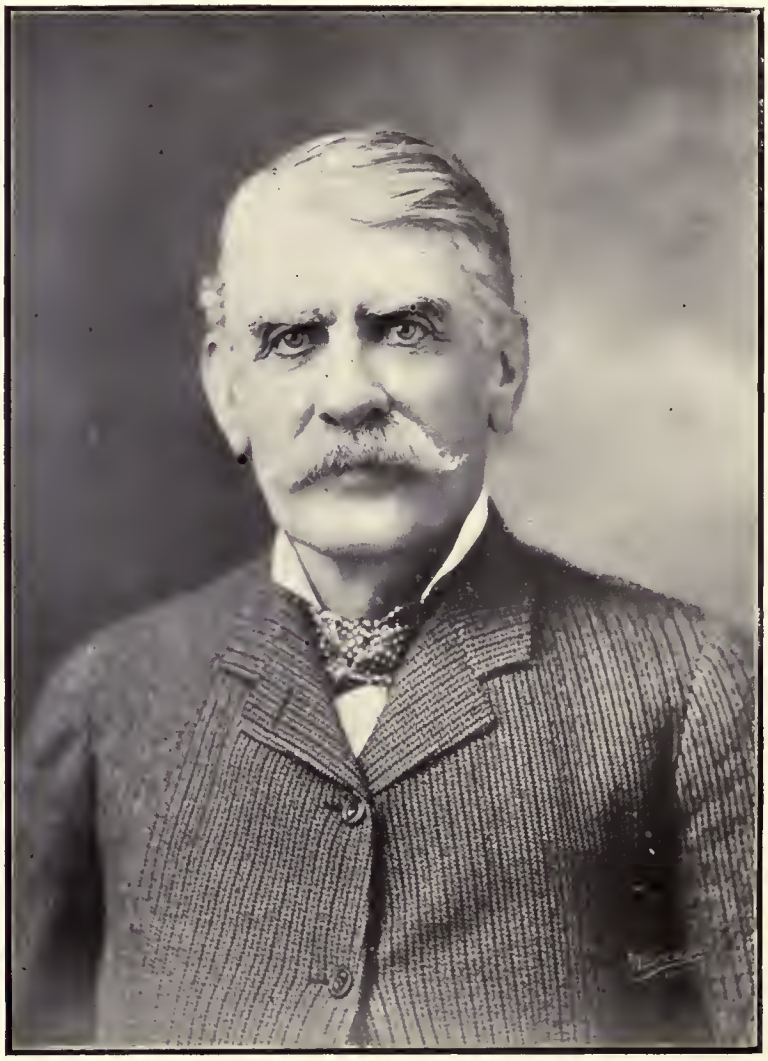
Senator Jones was from a great silver State, although his own interests were wrapped up in gold mines to a large extent. It is not intended here to convey the idea that self-interest led him to espouse a cause. But we should not forget that our opinions are influenced by our environment in spite of all we can do to guard against that influence.

In business one of Senator Jones' more great enterprises has been with two or three others, to make the first opening of the great Treadwell mines in Alaska.

Now at the ripe old age of seventy-five Senator Jones enjoys a well-earned retirement from the turmoil of political life. His distinguished career is a full justification of American institutions. Without an elaborate education, by native talent and personal effort he was able to develop into a statesman of the first rank; a most effective parliamentary debater and a recognized authority on economic subjects. Without family or friendship except such as his own qualities of character secured, he rose to the highest political honor in the country excepting the Presidency, for which he is debarred by birth.

THOMAS R. BARD.

THOMAS ROBERT BARD was born at Chambersburg, Pa., December 8, 1842, his parents being Robert M. Bard and Elizabeth Little Bard of that place. The boy was educated in the public schools of his native town and in the Chambersburg Academy, from which he was graduated at the head of his class at the age of eighteen. He then took a course in law with a firm in his home town. He did not, however, follow the practice of his profession, but in 1861 was appointed transportation agent of the Cumberland Valley Railroad, with headquarters at Hagerstown, Md. This was the year of the breaking out of the Civil War, and young Bard was right in the storm center of the eventful struggle in this border State. He came from sturdy North of Ireland stock, and did not hesitate for a moment as to his course. His moral nature and sense of responsibility had been too well developed at the knee of his religious parents to permit him, young though he was, to flinch from duty. He was a staunch and openly-declared Union man, in the midst of an excited population torn in two by the conflicting passions of the strife.



THOMAS R. BARD.

In 1864 Thomas R. Bard was selected by the late Col. Thomas A. Scott to send to California to look after his many land interests in this section. Here has been his home ever since. It was not his first visit to the Pacific Coast, for he had previous to this married Miss Mary B. Gerberding, of San Francisco, whose father was heavily interested in lands in Ventura county.

For forty years Mr. Bard has been a very prominent figure in all that was done to develop that part of the State. In the early days he was active in sheep raising and wool production. This naturally led to the building of wharves and warehouses at Hueneme, which largely owes its existence and growth to Mr. Bard's enterprising methods of business. And the natural concomitant of the development of Hueneme and Ventura was the banking business, and in the organizing of substantial and conservative banks he was most active.

Soon after the advent of Thomas R. Bard into the State, there were efforts to develop the oil deposits thought to exist near Santa Barbara. These efforts proved futile. But before 1880 the Pacific Coast Oil Company, operating in Pico Cañon near Newhall, succeeded in finding oil at that place. Later work was begun in the Puente field, in the eastern part of Los Angeles county, and with encouraging results. This success gave great impetus to an industry now so flourishing, which has been of so great importance to Southern California. Work was begun in Ventura county soon after 1880, and a year or two later Lyman Stewart and others organized the Sespe Oil Company, to operate in the cañon of that name in the mountains of Ventura county. Mr. Bard and Mr. Stewart were friends and neighbors, with confidence in each other, and Mr. Bard at once joined his friend in this important enterprise. It called for supreme courage to go on with this work and achieve success. The ground was difficult to bore in, and the wells had to be sunk as low as 2700 feet to reach the oil. In 1886 the same operators, Mr. Bard one of them, undertook similar work in Torrey Cañon and with similar success. By this time the oil business had become very important, and the promise for the future was bright. The Mission Transfer Company was bought out by the Sespe and Torrey Cañon Company to convey the oil from the wells to tide water. It was now thought well to reorganize the three companies into one, to be known as the Union Oil Company, to take over the business of the others. In all the development of the oil industry in California the Union Oil Company has played an important part. A pipe line was built to Hueneme and a tank steamer constructed to carry the oil to the refinery near San Francisco. Attention was turned to the by-products of petroleum, and the Union Oil Company, at great cost and with much patience in the face of partial failure sure to be met in such enterprises, secured the services of Dr. Salathiel, a Swiss chemist, put in a plant at Santa Paula and conducted careful experiments, out of which came very important discoveries.

Mr. Bard gave liberally of his means and time to these experimental investigations, as he had to the work of uncovering the oil sands in the cañons, being a large stockholder and efficient director in the Union Oil Company during these years.

Thomas R. Bard has been an ardent and consistent Republican at all times since his early years during war times in Maryland. He never sought office for himself, but all political honors have sought him, not he them. He was always content to be a faithful, hard-working private in the ranks. In 1892 he was one of the electors on the Republican Presidential ticket, and while, in that year, so memorable in national politics, the State went Democratic, Mr. Bard reached the remarkable distinction of being the exception to the rule, and was the only Republican elector chosen by the people. It is not often that any man's popularity with the people carries him so far ahead of his colleagues in a national election.

In 1900, when the California Legislature met at San Francisco, a peculiar condition existed. The war with Spain had been fought and won. President McKinley's administration had been very satisfactory to the people, nowhere more so than in California. Few thoughtful, intelligent people of the State desired a change in the national administration. The Legislature was largely Republican in both houses, and the successor to United States Senator Stephen M. White was sure to be a Republican. Powerful influences had been put forth to secure a Legislature favorable to a certain citizen of the State. This citizen was bitterly opposed by a large portion of the party, and it may be said the better, more patriotic majority of the Republican voters. Democratic politicians were very generally on the side of this candidate. A protracted conflict took place, and several candidates entered the lists in hopes of winning the greatly-coveted prize. Thomas R. Bard remained at his home in Ventura county, attending to his many absorbing business interests connected with his great ranch, and probably thinking less of being United States Senator than of any other possible event. But his name was known to all the members of the Legislature; his integrity was a thing beyond dispute or question. When the Legislature became weary of the prolonged contest, it was a great relief to the people of California, and in no sense a surprise, that they should turn to the successful Ventura business man, and by a unanimous vote elected Thomas Robert Bard to the high office he now occupies.

Senator Bard has worn the toga with dignity during the three years since then. He has won an enviable distinction as a member of that august body composed of men of overtowering ability and influence. So well has Senator Bard borne himself that he has won the esteem and enthusiastic applause of his constituents.

AN ARTISTIC LOS ANGELES HOME.

M. H. SHERMAN.

"THE schoolmaster is abroad," said Lord John Russell, more than fifty years ago. He has been very much abroad in all the years that have passed since then. He is abroad today more than ever before. Nor is there any sane and intelligent man who will question the statement that the world has been very greatly the gainer by the presence of the schoolmaster in all the best and most progressive portions of this old world of ours. Life has been sweetest and its joys brightest wherever the influences of the school have been felt most. The recognition of a schoolmaster's merits and any good luck or success that may fall to the lot of a schoolmaster should be a motive for rejoicing to all of us who have been so greatly benefited by the high and unselfish labors of the guild. This little sketch is to tell of the successes achieved by a schoolmaster in high and arduous paths that have led his footsteps far from the schoolhouse door.

GEN. M. H. SHERMAN.

Moses H. Sherman was born in the town of West Rupert, in Bennington county, Vermont, in 1854, just half a century ago. He was of sturdy, thrifty, prosperous New England stock. His father had the New England idea of the great value of a liberal education deeply rooted in his convictions.

The boy had about as good educational advantages as the day afforded. He made good use of his opportunities. His school course finished, he went to Western New York and engaged in the business of teaching school and giving to other boys the advantages he had enjoyed. He made so good a record as an educator that when A. P. K. Stafford was appointed Governor of Arizona and found the school system of the Territory in rather a chaotic condition, and cast about for a man capable of organizing a thoroughly modern system of public instruction for the Territory, the name of Moses H. Sherman came to his ears as that of the most likely man to perform this hard task. He was just past twenty, little more than a boy, but a Yankee boy with a clear mind and much pluck. So the early '70's saw Prof. Sherman duly installed at Prescott, the capital of Arizona, polishing the young and sometimes rough elements of frontier society into intelligent and upright American citizens. Then came Gen. John C. Frémont as Governor of the Territory, and he saw Sherman was too bright and competent a man to confine within the narrow limits of one school or one town; so he made him Superintendent of Public Instruction, in order that he might devote his time and talents to the work of evolving a system of school work for Arizona. When his term of appointment expired, the people elected him to another term in the office. During the next few years Prof. Sherman went over the whole Territory, organized a complete school system, from the primary school to the university course, and all on so broad, firm and modern a basis, that the system remains today practically what he made it nearly thirty years ago. It was hard work, and its completion found Sherman tired out. He determined that as his work in this line was done, to give up school teaching for good.

So Moses H. Sherman came down to Phoenix, which had come to be the largest city in Arizona, and there he organized the Valley Bank of that place. He was thoroughly well known to all the substantial people of the Territory, and he had gained the confidence of these men without exception. Capital to organize the new institution was easily raised, and Sherman was elected president, an office which he held during all the time that he remained in Phoenix. During these years he took a leading part in organizing substantial companies to put in water works, lighting plants and other public utilities in that city. The Governors, no matter what their names, would not allow so competent an organizer to escape from the responsibilities of public life. For three successive terms he was pressed into duty as Adjutant-General of Arizona, and in this office he did for the militia what he had done for the schools. The military system of Arizona owes its organization and the original laws which governed it to the energy and genius of Gen. Sherman.

About 1889 Gen. Sherman was in Los Angeles on a visit, more of a business nature than for pleasure. A syndicate of Chicago capitalists had recently put in a costly and elaborate system of cable street-railway lines. The winter of '89-'90 was very wet, and the ground washed down steep street grades into the cable conduit, choking them so the cars were stopped for hours and even days. When put in motion the sharp sand cut the heavy cables like cords, and wrought large damage, as the cable systems cost $15,000 to $20,000. Sherman's quick business eye took in the situation. He knew of the newly-devised electric system recently installed in certain eastern cities to propel street cars. The cost per mile of the new "trolley" road was less than half that of the cable system. The cost of operating was less than half, as it required 60 per cent. or more of the power to drag the great cables along the conduit without a car attached. Sherman went to San Francisco, and in a few days had ample capital enlisted to build a "trolley" system paralleling the cable roads. With the aid of the late John A. Muir, always Sherman's close, trusted and dearly-loved friend, a franchise was obtained and the work of construction begun. Times were hard and Los Angeles seemed on the verge of a hard winter for working people, when this new enterprise came in the very nick of time, and as has often been the case before and since in this city good genius saved her from depression. Gen. Sherman was elected president of the Consolidated Electric Railroad Company of Los Angeles, and held the office during the entire period of its existence. The result of the new road was in the end the absorption of the cable system, which could by no means compete with the better system. The bonds floated by Gen. Sherman at 90 cents in a short time were worth $1.28, and made those who held them rich. Sherman's next big undertaking was an electric road from Pasadena to Los Angeles, and this was extended through the city and on to the beach at Santa Monica, making at that time the largest electric railroad in the world, and extending almost from the snow line on the mountain below to the music of the waves on the beach.

So matters went until four years ago, when Gen. Sherman entered into negotiations with H. E. Huntington and associates, who purchased all his lines excepting that to Santa Monica. In other pages of this work may be read the story of Gen. Sherman's associate in all his ventures—his brother-in-law, E. P. Clark. These two progressive men have rendered a service whose importance cannot be overestimated to Los Angeles and the country around it. They are the true founders of all the superb system of urban and interurban roads which make this city and its environs unrivaled in the world in respect to rapid transit. They still hold the line from Los Angeles to Santa Monica, known as the Los Angeles-Pacific Railroad, with routes via Hollywood, Colegrove and Sawtelle and the Soldiers' Home and what is known as the "Short Line" to Ocean Park and Santa Monica. This is the famous "Balloon Route," and is a most valuable piece of property. The company has recently acquired a rival line and enjoys a practical monopoly in its territory. Nearly a million dollars have been spent by the company on its property within the past year.

Some twenty years ago Gen. Sherman married a daughter of E. H. Pratt, a distinguished citizen of San Francisco. Their family consists of two sons, Robert and Hazeltine, and one daughter, Miss Lucy.

Surely here is an inspiring story of the successful career of a schoolmaster. Gen. Sherman today is in the very prime of life, actually reveling in the hard work of a busy life, with more substantial friends ready to join him or help him along in his best undertakings than almost any other man in the State, and may well be envied the high place he occupies in industrial world. He is the same modest, unassuming, approachable, affable, kindly friend he was among his pupils when a country school teacher. Spontaneously as one writes this story, the verses of Longfellow's Psalm of Life rise in the mind:

"The lives of great men all remind us
We can make our lives sublime,
And, departing, leave behind us
Footprints on the sands of Time."

Nor are these words quoted to flatter the vanity of the subject of this brief sketch. But the writer could not forget the next verse that follows:

"Footsteps that perhaps another
Sailing o'er Life's solemn main,
A forlorn and shipwrecked brother,
Seeing, may take heart again."

EDWIN T. EARL.

NO HISTORY of Southern California would be complete without a sketch of Edwin T. Earl. The first development of the resources of the State was in horticulture. The growth of population and wealth in all parts of California, excepting the purely mining counties, was in the orchards of the State. Los Angeles county vineyards in 1880 were paying $100 per acre and upward, and the orange groves netted as high as $1000 per acre a year. These returns naturally led to extensive planting. In consequence, it was not long before there was more fruit of many kinds than local markets would take at profitable prices. The same conditions applied to the deciduous fruit interests north. The task of finding a market for the surplus fruit crops of California was beset with many complications. They grew 1000 to 3000 miles from the eastern markets. California fruit was considered a luxury which only the rich could use. It was of a perishable nature, and required great care in handling. It would not endure extremes of heat or cold. The problem of successful transportation proved the most difficult. California fruit had great merit as regards appearance and flavor. Experimental shipments to eastern markets demonstrated that the fruit would sell if delivered in good order, at a reasonable cost. In 1880 the fruit shipments to eastern markets were handled by passenger train, at a cost of about $900 per car to Chicago, and from there it was necessary to distribute the fruit by express, at additional cost, to markets further East. The policy of the only transcontinental road existing at that time was to charge all the "traffic would bear," instead of fostering the industry and encouraging its development. The fruit industry not only had high freight rates to contend with, but was also greatly handicapped by not having suitable cars for the proper preservation of the fruit in transit. The only cars available were ventilated box cars. When the temperature was just right, oranges could be shipped East in such cars with fairly good results; but when the temperature was cold, the fruit would freeze en route, and when the weather was hot the oranges would heat and decay. In 1885 the fruit growers of the State looked the situation in the face with absolute despair. Production had outgrown the local and Coast demand, and the only outlet was the eastern market. High freight rates, unsuitable cars and slow time made eastern shipments unprofitable. The orange crop of Southern California during the winter and spring of 1885 did not average the growers much over 50 cents per box on the trees. Many growers realized less than this price.

EDWIN T. EARL.

At this juncture there came to Southern California the "one man in ten thousand,' who saw the way out of the difficulty. It is an interesting fact that the solution of the problem which confronted the orange growers was worked out by a Native Son. Edwin T. Earl grew up on a farm, and, as a boy, took part in the cultivation and marketing of deciduous fruits in Central California. After his school days were over, he entered into the business of fruit shipping. His first experience in this line was with the ordinary ventilated cars furnished by the railroads. This experience demonstrated to him the impossibility of the successful marketing of California fruits East in ordinary ventilated box cars. The fruit was still mostly handled by passenger train, at a transportation cost of $900 per car from California to Chicago. The failure of successfully marketing California fruits in ventilated fruit cars caused Mr. Earl to turn his attention to refrigerator cars, and in the later '70's he brought out refrigerator cars from the East, and used them in the transportation of deciduous fruits from Central California, by freight train, at a much lower cost, compared with the passenger-train rate. These shipments in refrigerator cars, by freight train, however, did not meet with the approval of the railroads. They preferred to handle the business by passenger train. Difficulties were put in the way of the use of refrigerator cars. Ice could not be obtained at reasonable prices in California and along the line. Ice alone cost $50 to $60 per ton at loading points, and as high as $30 per ton at points in the mountains of California. Mr. Earl contended with these transportation

difficulties for a number of years. His experience demonstrated that California fruits were destined to receive a welcome reception East as soon as transportation difficulties were overcome. He persevered, and, after meeting with fair success in the marketing of deciduous fruits from Central California, came to Southern California in 1886 to engage in the shipping of citrus fruits. Up to that time the eastern dealers knew practically nothing about California oranges. The eastern markets were supplied with oranges from the Mediterranean and Florida sections. The dealers could not realize that California was destined to supply the American markets with oranges, and that the day would soon come when Mediterranean oranges would be practically unknown in our markets. The idea of marketing California oranges successfully at such points as New York and Boston was laughed at by eastern dealers, and was not seriously considered by many Californians, either. Mr. Earl's study of eastern fruit markets demonstrated to him that California oranges had merit and could be successfully marketed as far East as the Atlantic Coast.

Early in 1886 the Santa Fé completed a line into Southern California and began handling orange shipments. California oranges begin to ripen about January each season, and the shipments continue during the winter, spring and summer months. The difficulties in 1886 of shipping California oranges to the eastern markets during the winter months were very great. The ventilated fruit car furnished by the railroads would not protect the fruit from freezing en route, and the only other cars available were ordinary refrigerator cars, which, to a certain extent, would protect the fruit from freezing, but at the western end of the journey oranges required ventilation, and ordinary refrigerator cars would not provide it. The methods of packing California oranges in 1886 were crude. It was necessary to introduce new methods of picking, hauling, grading and packing. These new methods growers were eager to adopt, thus insuring the fruit being in proper condition for eastern shipment; but difficulties of transportation were apparently insurmountable, and orange shipments to eastern markets continued to meet with indifferent and uncertain results until about 1890. Mr. Earl introduced many new methods in connection with the picking, packing, loading and selling of California oranges, but he had the transportation to contend with. It was proved conclusively that California oranges had great merit, and eastern markets, as far East as New York, were ready to accept them at good prices, if the transportation difficulties were overcome. These difficulties occupied a large portion of Mr. Earl's attention for several years, and in 1890 he invented the first successful combination ventilator-refrigerator car used in the transportation of California fruits.

RESIDENCE OF EDWIN T. EARL, LOS ANGELES, CAL.

Mr. Earl had founded the Earl Fruit Company, a corporation, under the laws of California, with a paid-up capital and surplus of $250,000. It was the largest fruit-packing and shipping concern in the State. His combined ventilator-refrigerator car was first made use of by the Earl Fruit Company, and Mr. Earl's original intention was simply to provide

cars for the Earl Fruit Company's shipments. The demand, however, for the Earl ventilator-refrigerator car proved so great that Mr. Earl was compelled to establish a car line, and from the first, his C. F. X. car, operated by the Continental Fruit Express, was eagerly sought for by all shippers. These combined ventilator-refrigerator cars were not only eagerly sought for by California shippers, but by fruit shippers and dealers all over America. The car was extensively used in the transportation of Florida oranges, Southern strawberries, as well as California citrus and deciduous fruits. The Earl combination ventilator-refrigerator car filled a long-existing void. The car line grew until it was operating about 2000 ventilator-refrigerator cars, representing an investment of $2,000,000. The car line's business far exceeded that of the Earl Fruit Company, and in 1900 it handled over 12,000 carloads of fruit and vegetables.

In 1900 Mr. Earl received a very handsome offer for his interests in the fruit-shipping and refrigerator-car business, and concluded to retire from a strenuous life covering a period of over twenty-five years, and did so, with a fortune. Since 1900 Mr. Earl has devoted his attention to large real estate investments in Los Angeles, and to the growth and expansion of the Los Angeles Express, the leading afternoon paper, and the only one published in Southern California at present with full Associated Press news. Mr. Earl's home, which embellishes page 79, is located in Los Angeles; it is in the old English style of architecture, constructed in a most substantial manner. The large grounds are profusely ornamented with rare and beautiful plants, trees and flowers. It is a notably handsome place, and is presided over by Mr. Earl's charming wife, who was formerly Miss Emily Jarvis, of Louisville, Ky.

FERD K. RULE.

THE noteworthy individual successes in Southern California seem in many instances to have been due quite as much to personal tact and ability as to exceptional opportunities or unusual luck. As an instance in point the writer finds few more pronounced examples than the subject of this sketch.

Ferd K. Rule was born in St. Louis, Missouri, December 6, 1853. He received his education in the city schools and later graduated from the University of St. Louis. He entered the employ of the Waters-Pierce Oil Company while a young man, and remained with the company for a number of years, being connected with their interests throughout Missouri, Arkansas, Texas and Old Mexico, where the company did an extensive business.

FERD K. RULE.

In 1887 Mr. Rule entered business upon his own account in Kansas City, where for the ensuing three years he was engaged in the banking and brokerage business. Too close application to the duties imposed upon him threatened to undermine his health, and he sought relief in the more genial climate of Southern California, where he arrived in 1890.

Shortly after his arrival he purchased a twenty-acre fruit ranch near Pasadena, which he retained for two years. At the end of that time his health was so much improved that he determined to seek the first opportunity to re-engage in active business. His wishes were gratified in April, 1892, when he entered the employ of the Los Angeles Terminal Company. His advance was marked from the start, and in 1899 he was made general manager of the road, holding that position until the road was sold to the present company in April, 1901. He was accorded a place upon the directorate of the San Pedro, Los Angeles and Salt Lake Railroad, and acted as auditor of the company until September, 1903, when he was made treasurer of the entire system.

In public affairs Mr. Rule has always displayed a spirit of great interest. He is the president of the Chamber of Commerce, a Police Commissioner and a National Executive Committeeman for the United States League of Republican clubs. Socially he is a member of the California Club and Union League Club of this city, while for seven years he has been president of the Jonathan Club, and as such has been largely instrumental in securing the two upper floors of the nine-story Huntington building for club rooms. Fraternally, Mr. Rule is an Elk, a Knight Templar, a Shriner, and a Thirty-second Degree Mason. He is one of the most popular and successful club men in the city, and is ever alert to the best interests of the organization of which he is a member.

Mr. Rule makes his home on West Washington street, where he has a handsome residence. He devotes his time and attention to his extensive and varied interests, and under his business direction they are expanding and developing. Mr. Rule is a typical Western man, generous in his business relations and jovial in his social intercourse.

Mr. Rule's name has been identified with the best interests of the city and State, since he adopted California as his home. He occupies a prominent position on the directorate of a number of successful mining, industrial, manufacturing and banking corporations, and is an indefatigable worker in promoting the best interests of Southern California. He identifies himself with all progressive movements and socially is as popular as he is financially successful.

As president of the Chamber of Commerce Mr. Rule has rendered this section of the State services that cannot be overestimated in their value to all residents of Southern California.

NATURE'S TREASURE HOUSES.

By A. RICHARDSON, Los Angeles.

WHAT is known as the Southwest mining region is the most extensive and, possibly, the most richly-mineralized region in the United States. The most extensive, because it has an area of about 175,000 square miles, and, to repeat, possibly the richest, because its present production of gold, silver and other metals and minerals, with very partial development, has a closely-estimated value of $60,000,000 a year, of which Arizona produces more than one-half.

This region embraces the Territory of Arizona, the southern portion of New Mexico, Southern Nevada, all of Southern California, the States of Sonora and Sinaloa and the territory of Lower California, these three latter being in Mexico. This vast extent of country is described as the "Southwestern Region," because of its being all tributary to Los Angeles, that city being now the recognized commercial and financial center of the Southwest. That is a fact that must not be forgotten.

Of the total area, a large proportion is classed as "desert land," but that term is a misnomer. It is desert and remains desert so long as it is not cultivated, but when, as has been demonstrated at Imperial, water is introduced upon it and the soil cultivated, it produces almost everything that grows, including semi-tropical fruits, and ripens those latter earlier than they are produced in other sections of the United States.

But the greater wealth of this so-called desert region lies in its mineral deposits. Nor are these confined to the desert portions of the Southwest. The precious metals, copper and other metals, are found in all portions of Arizona, in the southwestern portion of the State of Nevada, in portions of San Diego, San Bernardino, Riverside, Orange, Santa Barbara and Kern counties in Southern California, all of which portions contain much arable land. Before entering upon any detailed account of the various mining districts and camps in this southwestern region, it may be well to at once mention some of the metals and minerals that are being produced in commercial quantities; the recital of them will help the reader to form a better estimate of the great mining possibilities of this great Southwest: Gold, silver, copper, lead, petroleum, cement, borax and salt. All of these are being mined, and the production of them is large. In addition to them, the following may be mentioned, all of which are known to exist, but which are not yet produced in quantities sufficiently large to justify classifying them under a commercially-productive head; they are: Iron, nitre, graphite, coal, manganese, quicksilver, mica, serpentine; also several varieties of gem stones. In structural material, such as marble, granite and sandstone, both Arizona and Southern California are rich, possessing them not only in abundance, but of superior quality for building purposes. Many other substances classified as mineral substances might be added to the list, but because of their remoteness from economical transportation they are not yet being developed.

ARIZONA COPPER CO.'S CONCENTRATOR, ARIZONA.

DETROIT COPPER CO.'S CONCENTRATOR, ARIZONA.

ARIZONA.

Of the several sections comprising this southwestern region, Arizona has the greatest metal production, chief of which is copper. It may be said that copper is mined in almost every county in the Territory, the bulk of it coming from Cochise, Graham, Gila and Yavapai counties. One will better understand the importance to Arizona of that branch of the mining industry when told that the production of that metal has increased from 23,274,965 pounds in 1883 to an estimated production of 167,000,000 pounds in 1903, which latter quantity represents at present market prices a value of $21,710,000. If to that amount there be added the gold and silver production which, according to the report of the Director of the Mint, for the year 1902 was $7,046,153, it is seen that Arizona is producing copper, gold and silver of a value of $28,750,000 a year.

The most important copper mine in the southern portion of the Territory is the Copper Queen, in Cochise county. It is Arizona's second largest copper producer, and stands an easy seventh in the list of the world's copper producers, its present production being somewhere about 33,000,000 pounds a year. The mine is the property of the Copper Queen Consolidated Mining Company, a close corporation—about as close as they make them—controlled by Messrs. Phelps, Dodge & Co., of New York, with Prof. James Douglas as president of it. In addition to its smelting works at Bisbee, the company is erecting immense reduction works at Douglas, close to the Mexican line. Besides its Copper Queen mine, the company owns copper mines at Nacozari, Sonora, Mex.; also several lines of railway. But of all its mines, the Copper Queen, at Bisbee, is the most interesting; the one that has been the means of attracting so much capital to Cochise county. The formation in the Copper Queen consists essentially of two limestone beds, the upper one white, the lower one blue, dipping southward and flanking a granite core. The most im-

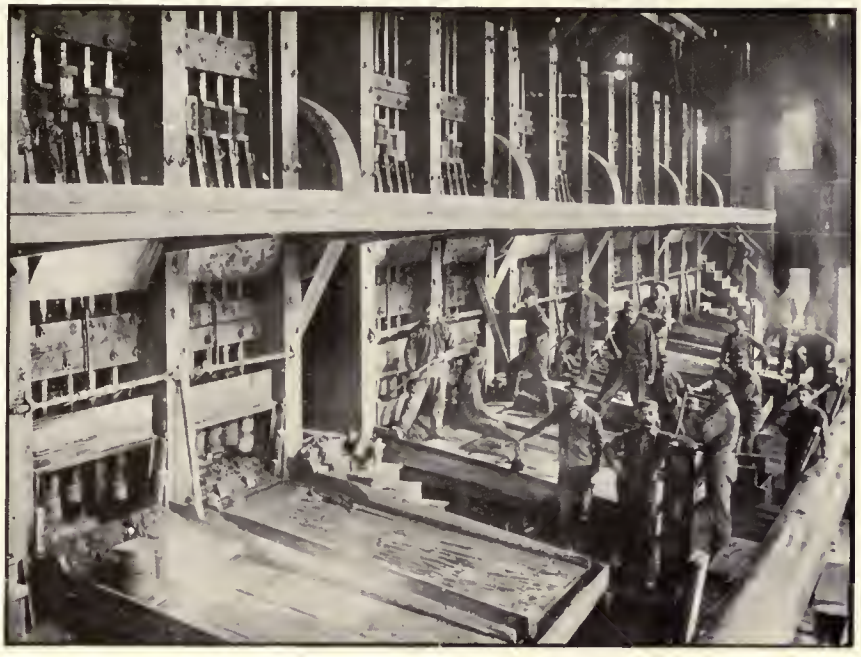
ANOTHER VIEW AT BOSTON GROUP

CYANIDE TANKS AT MILL

HOIST AT BOSTON GROUP

VIEWS AT QUARTETTE MINE, SEARCHLIGHT, NEVADA.

portant finds of ore have been at the base of the upper limestone. Developments of the last two years have shown that the formation carries extensive ore values much deeper than was formerly supposed—a fact of the greatest importance for the future prosperity of Bisbee. In the limestone, caves are occasionally encountered with good bodies of ore usually found beneath them. Large masses of native copper are frequently found, and, strange to say, not near the surface, as is usually the case in other copper districts, but at considerable depth. One of these chunks of native copper was found last year in the Copper Queen, weighing over 200 pounds. It was cut into pieces of about half a pound, which are used as paper weights by those to whom the company presented them. The capacity of the smelter at Bisbee was 1000 tons of ore a day, but the plant has been partially dismantled. Portions of it—such as could be made use of—were moved to Douglas and incorporated in the new plant, the capacity of which will be 1500 tons of ore a day.



INTERIOR OF A 100-STAMP MILL.

There is one copper mine at Bisbee that may be fittingly classed among the phenomenal copper mines of the world; it might, indeed, be properly spoken of as the most phenomenal of all copper mines—it is the Calumet and Arizona. Less than two years ago it was nothing more than a prospect; a prospect, true, having good prospects, but still an undetermined quantity. Some two years ago it was purchased by some mining capitalists of Calumet, Mich., and of Pittsburgh, Pa. Possessed of ample means, they issued instructions for the development of the property on a large scale, and within those two years they have converted a prospect into a mine producing 30,000,000 pounds of copper a year. This company has also a large smelting plant at Douglas, the capacity of which is to be increased.

BEFORE THE ADVENT OF THE RAILROAD.

Another copper property in Cochise county that may be classed among the phenomenal copper mines of Arizona is the Black Diamond, in the Dragoon Mountains. This property, as in the case of the Calumet and Arizona, has had the good fortune to be in the hands of men of large means; men who could afford to open the property in a large way, with the additional good fortune of having in their manager a practical and careful mining man, who understood, after study, the proper methods to be practiced for the economical reduction of the ores. When the ore bodies were sufficiently developed, a smelter of 200 tons a day was erected and an aerial tramway, one and a half miles in length, connecting the mine with the smelter, was constructed. The next thing done was the laying of a water-pipe line from Pearce to the smelter, a distance of about six miles, and the construction of a reservoir of a capacity of 1,000,000 gallons, sufficient for smelting requirements and for all uses at the camp. The water is obtained at the Commonwealth mine at Pearce, and runs by gravity to the Black Diamond pumping station, 900 feet distant, where a high-pressure pump raises it 800 feet and a distance of over five miles to the reservoir at the smelter. They are treating 150 tons of ore a day, turning out a copper matte which carries 65 per cent. refined copper, and an average of 140 ounces of silver

to the ton of matte, making the silver values alone worth about $200 per ton of bullion, sufficient to pay the costs of mining and smelting. The ore has the great advantage of being self-fluxing, no mixtures of ores being necessary; the ore is shoveled into the furnaces just as it comes from the mines, and the slag loss is probably the lowest of any smelting plant in Arizona, being not over 0.30 per cent. copper, and as low, at times, as 0.26 per cent. The company is shipping an average of fifty tons of copper matte a week to the East. Oil is the fuel used.

There are many other copper-mining properties in that part of Cochise county that are making good showings under development, notably the Copper Crown, owned chiefly by Minnesota parties; the Copper Belle, which is already making ore shipments to the smelter at El Paso; the Peabody, and the Middlemarch. For this latter a contract for a 100-ton concentrating plant was recently let to a Los Angeles machinery firm.

BUTTE LODE MINE, RANDSBURG, CAL.

But in addition to its great copper mines, Cochise county is rich in gold, having in the Commonwealth at Pearce one of the two largest gold-producing mines in Arizona—the Congress in Yavapai county being the other. The Commonwealth is equipped with an 80-stamp mill, crushing 200 tons of ore a day, using

DETROIT COPPER CO.'S SMELTER, MORENCI, ARIZONA.

HOISTING PLANT, CONSOLIDATED MINES CO., TOMBSTONE, ARIZONA.

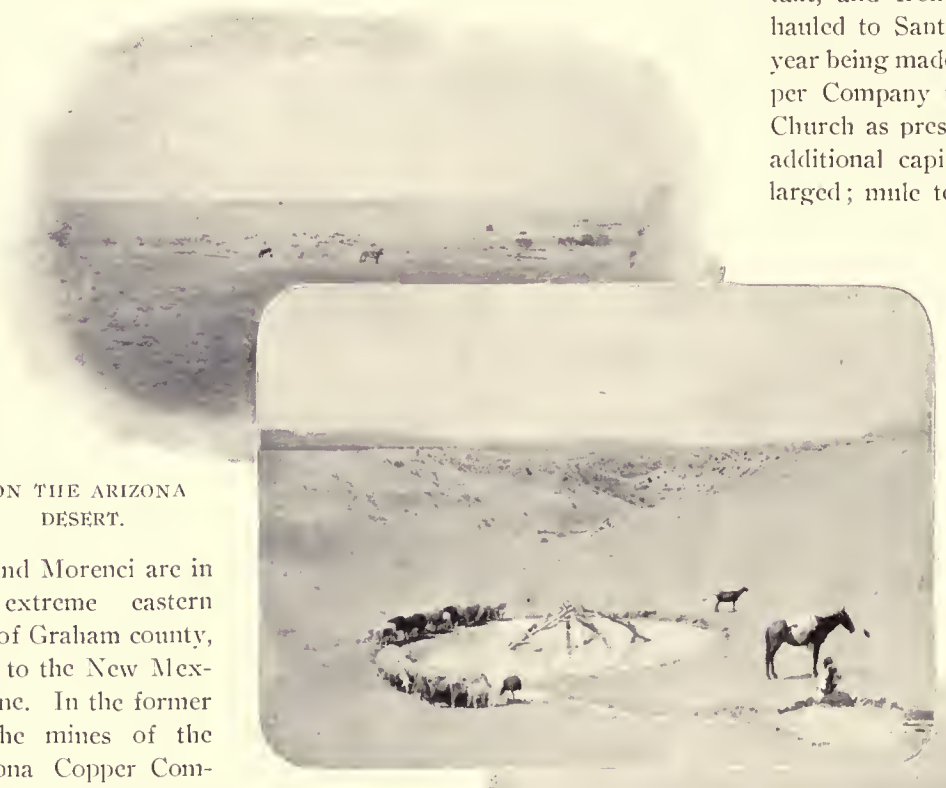
oil for fuel. The mine is opened to a depth of 900 feet, and as the vein is as strong and as rich as at any of the upper levels, it is safe to affirm that the Commonwealth has a long and profitable future.

But there is no district in Arizona that is more interesting at this time than Tombstone. When, in the year 1885, the price of silver went down, Tombstone went out of sight, disappearing, practically, from off the map of Arizona as a productive region. In 1885 it had a population exceeding 10,000; twelve years later all it could boast of was a population of 600; and a camp that in its palmy days had a record of $35,000,000 of silver bullion shipped out in four years was not shipping a dollar; all mines were closed down and allowed to fill with water. Then it was that E. B. Gage conceived the idea of unwatering these mines, and made plans to do so. He convinced himself that with improved methods of mining the ores could be profitably worked for their silver and gold values. He associated with him in his enterprise W. F. Staunton. Pumps of enormous lifting power were contracted for, were installed, and have been kept at work for nearly a year. To accomplish these things, the Tombstone Consolidated Mines Company was organized; Mr. Gage was elected president of it, and the necessary funds for machinery and work were provided. This was the resurrection of Tombstone; that city is again one of the busiest and most prosperous in Southern Arizona. The pumps are lifting 2,150,000 gallons of water every twenty-four hours; the shafts have been cleaned out and retimbered, and the mines are sending out a carload of ore a day, rich enough to bear the expense of shipping, and ore that was formerly regarded as worthless is yielding good

TRAMWAY TOWER, BLACK DIAMOND COPPER MINES, ARIZONA.

returns, the building of the railroad into Tombstone having made that possible. The Tombstone Consolidated Company is working 200 men.

Next to Cochise county, the largest copper-producing county in the southern portion of Arizona is Graham county, in which is the Clifton district, with which may be properly linked Morenci district, the two districts being one district, so far as centralization of mining interests and operations is concerned. Clifton and Morenci are in the extreme eastern part of Graham county, close to the New Mexico line. In the former are the mines of the Arizona Copper Company, the fourth largest copper-producing property in Arizona, with an output of about 22,000,000 pounds of copper a year. This property affords another excellent illustration of what intelligent, economical management can accomplish when applied to working large bodies of low-grade ore. The mines of this company are near Morenci, while its smelting plant is at Clifton. Up to a few years ago Morenci, speaking of it as a town, was almost isolated from the world. Situated at the head of a very steep, rocky gorge, seventy miles from the railroad, with Lordsburg, in New Mexico, as its nearest point of communication, few persons, outside of those interested in its mining properties, knew of its existence. Now, two powerful companies are busy developing its mineral resources, together producing about 35,000,000 pounds of copper a year; they are the Arizona Copper Company and the Detroit Copper Company. The former company is a Scotch organization; the latter is controlled by Phelps, Dodge & Co., of New York, who also own the Copper Queen mine at Bisbee. The first man to realize the value of the ore bodies of the Morenci-Clifton district was William Church, who, while out on a prospecting trip, went there in 1873. He secured by location and purchase a few claims, and began working them. In those days the ore was hauled by team to a small smelter on 'Frisco River, six miles distant, and from there the bullion was hauled to Santa Fé, N. M., two trips a year being made. Later, the Detroit Copper Company was organized, with Mr. Church as president, and, aided by some additional capital, operations were enlarged; mule teams were used to transport the ore to the smelter, and the amount of bullion produced was increased. But in those days in that part of Arizona it was not necessary to go far to find trouble, and the Apache Indians furnished lots of it. Those were the days when Geronimo was "on deck," and he made it very lively for the muleteers, these latter considering themselves very fortunate if they succeeded in making a round trip without being scalped—which was of frequent occurrence. Because of these dangers, it was decided to move the smelting plant near to the mines, and in 1884 this was done. But to do this invited a problem difficult of solution—the water problem. The only water supply was the



ON THE ARIZONA DESERT.

A WATER HOLE IN THE DESERT.

ENTRANCE TO DEATH VALLEY.

'Frisco River. How to raise it to the mines was the difficulty. Pumps were installed. Tanks with a capacity of half a million gallons constructed; since then there has been no serious bother about water.

In the year 1897, Mr. Church disposed of his interests in the Detroit properties to Phelps, Dodge & Co., and one of the first projects which that firm undertook in connection with these Morenci mines was the construction of a railway up the cañon, the ascension of which required a road built somewhat on the lines of a corkscrew. The engineer to whom the task was entrusted was Maj. W. M. Wambaugh. There had already been constructed from Lordsburg, N. M., on the Southern Pacific Railway, a branch road to Clifton, built by the Arizona Copper Company. Maj. Wambaugh made a survey for the Morenci road in 1900, and within one year the railway known as the Morenci Southern, connecting with the Arizona Copper Company's road (Arizona and New Mexico) at Guthrie, a distance, by air line, of twelve miles, but eighteen miles as the road goes, was completed. In its course two rivers and numerous cañons were spanned, many tunnels driven and cuts made, making it one of the most extraordinary bits of railroad in the world. The most momentous piece of the work was reached when within a mile of Morenci; there was a great elevation to be overcome in a narrow cañon. This was accomplished by a series of loops with cuts and trestles. There are six trestles and four complete circles. In this mile there are three miles of track. Over this road some two hundred and fifty tons of freight, not including ore, are daily transported.

The Arizona Copper Company's concentrator has a capacity of 300 tons of ore a day; that of the Detroit Company is in excess of 500 tons a day. There is a 20-inch gauge railway connecting the Detroit concentrator with its mines and with the smelters. This road is also used by the Arizona Copper Company to transport its ore from the mines to the concentrator, and from there to its incline track for shipment to Clifton. This lilliputian road

MILL AND ORE BINS OF THE CEDAR VALLEY MINING AND SMELTING COMPANY, OWNED BY LOS ANGELES CAPITAL.

TEAMING ON THE DESERT—22-HORSE TEAM HAULING MACHINERY TO GOLD ROADS MINE, FROM KINGMAN, ARIZ

THE RATCLIFF MINE, BALLARAT DISTRICT, INYO COUNTY, CALIFORNIA.

passes through a tunnel with but a single track. On the Morenci side the road branches to the smelter and mines; on the other side of the hill it branches to the two concentrators, to the gas plant and to the Arizona Company's incline road. Over this single track, common to both companies, there are handled daily about 1200 tons of material, a quantity greater, in all probability, than is carried by any other railroad in the country, outside of the trunk lines.

There is another property in the Morenci-Clifton district that is beginning to assume large proportions and which will soon take its place among the large producers—it is the Shannon. The group of claims comprising the Shannon property was formerly owned by Hon. C. M. Shannon, of Los Angeles. He sold it to Boston parties, retaining an interest. The Boston people organized the Shannon Copper Company and furnished the necessary money to open the property in a large way. This is being done; a concentrating plant has been erected, the concentrates being shipped for treatment. While the stock of the Shannon Company is listed in the Boston Stock Exchange, it can hardly be said that there is any of the stock on the market.

North of Graham county, in Gila county, is the Globe copper mining district. The United Globe and the Old Dominion mines are the most important in the district. The former are owned, practically, by Phelps, Dodge & Co., of

MEXICAN PEONS
Carry 250 lbs. of Ore on Their Backs from the Mines.

"CHICKEN LADDER,"
On Which Peons Climb Down the Mines.

New York, who also own the Copper Queen mines at Bisbee, and the Detroit mines at Morenci. While the United Globe has been worked for a number of years, the production has been small compared with other copper mines in Arizona. The largest production was in 1899, when there were mined 4,451,180 pounds of copper. Since that year their production has decreased, not because of a lack of ore, such as it is; rather because it is more expensive to reduce. It is a highly silicious sulphide, requiring heavy fluxing, making it necessary to ship it. There is a 200-ton smelter on the property.

The Old Dominion mines have been a source of much and constant trouble to the stockholders in the company. It is a Boston organization; is in strong hands, but the property has suffered from a want of good management — good management in the sense of how to profitably treat the ore. Each succeeding superintendent has had his own peculiar views respecting that, but all of them seem to have been imbued with the notion that it was the proper thing to make the ore fit their theories, rather than determine just what the ore required in the way of treatment, and put away their theories in a museum. The property is well equipped, and is a good producer, being in the neighborhood of 800,000 pounds of refined copper a month, and which, under more intelligent management, could be increased a good one-half. The value of production to the present time, including gold and silver in the copper bullion, is probably not less than $6,000,000; yet, with the exception of some small dividends paid by the original Old Dominion Company, the stockholders have never received a dollar. At this writing a plan is under consideration in Boston for the consolidation of the Old Dominion and United Globe mines, which, if carried out, will, in every probability, prove profitable to both, bringing both under the same management that has made the Copper Queen and Detroit mines such paying properties.

Northwest, again, of Gila county is Yavapai county, in which is the United Verde copper mine, owned, chiefly, by Senator W. A. Clark of Montana, one of the greatest of the world's copper mines. It is in the Jerome district, in the same great mineral belt that traverses Arizona in a northwesterly-southeasterly direction. This history of the United Verde is among the most interesting of any published on mines. Up to the time it came into the possession of Senator Clark, it was being opened and worked as a gold-silver mine, but with depth the character of the ore changed to a sulphide, and it was then that Senator Clark realized he had a copper mine of an undetermined value. There is nothing, however, undetermined about it now; it stands fifth on the list of the world's copper producers, the only ones exceeding it in production being the Anaconda, of Montana; Calumet & Hecla, Michigan; Rio Tinto, Spain, and the Boston and Montana, of Montana. It is quite possible, however, that for this year the Copper Queen at Bisbee will give it a close call. Present production is about 35,000,000 pounds of copper a year, but if there were nothing to interfere with the reduction of all the ore that could be produced under its present equipment, the United Verde could easily turn out 45,000,000 pounds of copper a year. In the year 1899 it produced nearly 44,000,000 pounds, but that year was followed by caves in the workings and by fires, reducing production for the following year to less than 40,000,000 pounds; in 1901 to less than 35,000,000, and in 1902 to about 30,000,000 pounds. New furnaces were erected this year, and, barring labor troubles and fires, the United Verde's

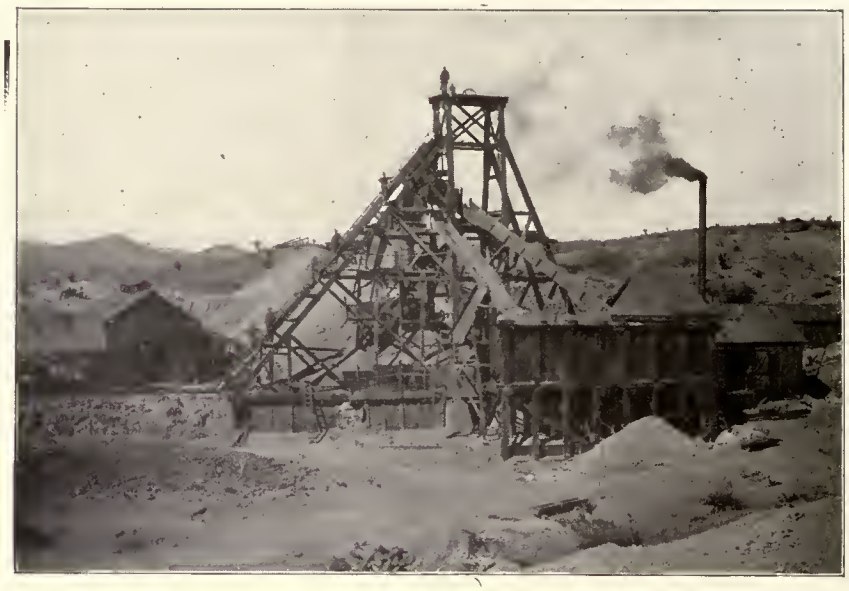
TEST MILL ON THE NEVADA-KEYSTONE, NEVADA.

HAULING HAY ON THE DESERT TO THE MINES.

NEVADA-KEYSTONE MINE AND ORE BINS.

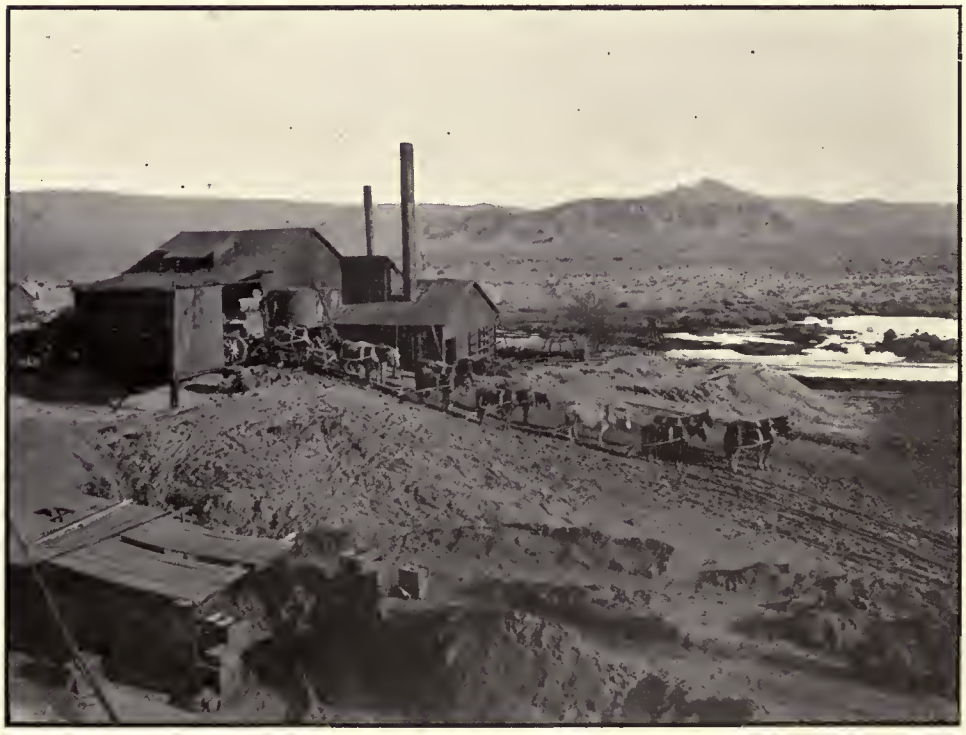
production will soon be as great as it was four years ago.

The United Verde was originally incorporated nineteen years ago, four years before Senator Clark secured control of it. The present par value of the stock is $10 a share, with a total capitalization of $3,000,000. The stock has sold during those nineteen years as low as 50 cents a share, and as high as $350 a share. Practically, there is none of the stock on the market; if there were any shares knocking around loose, it is safe to say that Senator Clark would get possession of them. It began paying dividends eight years after its incorporation. In 1892 it paid 25 cents a share monthly; in 1896 dividends were increased to 50 cents a share, and in the year 1898 were further increased to $1 a share. At present, and for some months past, dividends have been 75 cents per share. From the year 1892 to November 30, 1903, the United Verde has paid a total in dividends of $27,673,680.



GOLDEN TREASURE MINE AT THE QUARTETTE, SEARCHLIGHT, NEVADA.

The ore of the United Verde has averaged 7 per cent. copper, with good values in gold and silver. The stopes are of great width, and as a consequence the mine is as yet only opened to a depth of less than 700 feet. In mining, no assortment of ore is made, and no concentration is attempted; everything from the mine goes to the furnaces. As the ore is rich in sulphur, much heat is generated, and, as a result, spontaneous combustion is not infrequent. In time of normal conditions about 1200 men are employed in and about the mine. One of the most interesting things connected with the property is its possible future production. Some of the few mining men who have been permitted to go through the workings have made estimates—guesses would be the better word—of the ore in sight. The more conservative of these guesses place it at from 15,000,000 to 20,000,000 tons of ore, which, at a percentage of 7 per cent. copper, would represent about 1,250,000 tons of copper. Figuring that on the basis of short tons, you have 2,500,000,000 pounds of copper, which, computed at the present market price of the metal (13 cents a pound) represents a gross value of $325,000,000. Truly, those are interesting figures.



TEST MILL, NEVADA-KEYSTONE, SANDY, NEVADA.

The Jerome district, sometimes called the Verde district, contains many other copper mining properties undergoing development, among which the following are among the more prominent: The Iron King, owned by Senator W. A. Clark, in which that gentleman has great

faith. A smelter is now being erected on it; is nearing completion, and having large ore bodies already blocked out, the Iron King will soon take its place among the producers. The Verde King, owned chiefly by Los Angeles parties, is another property that is being opened up in a large way, with excellent prospects. The Verde King has over 3000 feet of development. The property of the Black Hills Copper Company is in the same district. South of the Iron King is the Copper Chief, and south again from that is the group owned by the Mingus Mountain Copper Company, which is undergoing development, showing large bodies of ore. Other properties could be named, but what are mentioned are sufficient to show that all that portion of Yavapai county known as the Black Hills region is mineralized, and will, undoubtedly, prove up some valuable copper mines, the ores of which, as invariably shown, carry gold and silver, which, when the copper bullion is refined, represent a good percentage of value.

HAULING BORAX BY TRACTION ENGINE—BORAX BINS AND VIEWS OF THE MINES AND CRUSHER—PROPERTY OF THE PACIFIC COAST BORAX COMPANY.

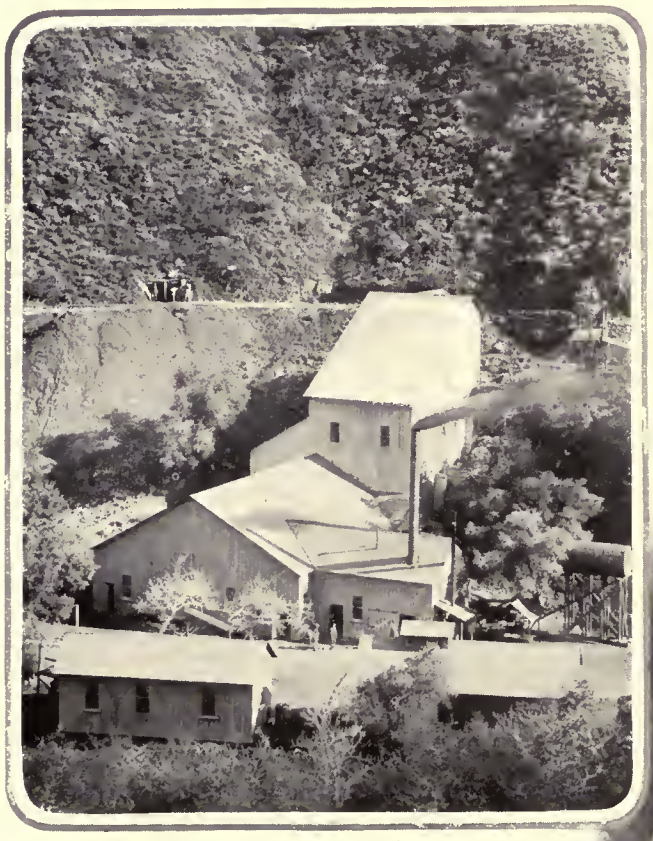
In addition to its great United Verde copper mine, Yavapai county possesses one of the two most valuable gold mines in Arizona—the Congress mine. It is owned by the Congress Consolidated Mines Company, Limited, Hon. E. B. Gage, president, and W. F. Staunton, superintendent. The property is equipped with an eighty-stamp mill, has a large cyanide plant, and employs 500 men. If the figures of the Director of the Mint, Washington, are correct, in which he gives Arizona credit for a production last year of $4,112,300 in gold, it would be safe to put the Congress mine down for a good 25 per cent. of the amount.

The King of Arizona, in Yuma county, is another of Arizona's gold producers. In this property the vein has been proved to a depth of over 600 feet, and shows continuity and maintenance of its values. Shipments of gold bullion from this mine have been as high as $45,000 a month.

The Fortuna, also in Yuma county, has a remarkable record as a gold producer. The Papago Company, a Los Angeles organization, owns some gold

claims in Yuma county, and which are being opened.

It is of some interest to note, *en passant,* that the first mining of any consequence in Arizona was in Yuma county, at La Paz. This former busy placer camp lies about midway between Yuma city and the Needles, and about two miles distant from the Colorado River. The story of the first discovery of gold there is well authenticated. A man named Ferrara—Don Juan Ferrara, as he was called—found, during one of his prospecting trips, a gold nugget weighing nearly four pounds. That was a fact difficult to conceal. The news of the find spread quickly, and there was a rush to the diggings. That was in the latter part of 1861. The ground proved to be very rich, and many strikes were made, the gold, as a rule, being coarse, running up to nugget size. Capts. Polhamus and Mellon, who navigated that portion of the Colorado River for over forty years, tell of the large quantities of gold dust they carried down the river. During those days La Paz was infested with gangs of Mexican and American toughs; street and saloon shooting

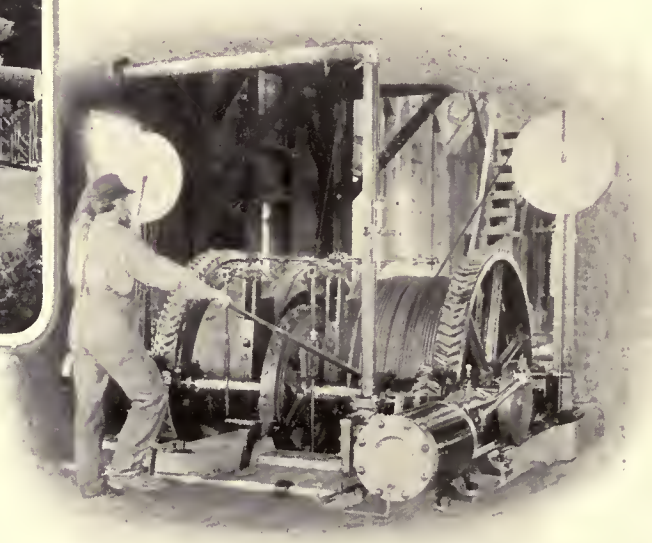


SANTA ANA TIN MINES, ORANGE CO., CALIFORNIA.

scrapes were of common occurrence. One of the most notorious of these "toughs" was Boss Danewood, afterward hanged in Los Angeles. Another was a man who went by the name of "Texas," and who was one of the most dreaded scoundrels in the camp. The following story is told about this man and another named "Red Kelly," the latter, however, being more peaceably inclined, and who at times acted as the

A STATION ON A LEVEL IN THE SANTA ANA TIN MINES.

"avenging angel." The story is that one day, when Capt. Polhamus was in La Paz collecting freight, he came up with "Texas," and together they walked along the street. Suddenly the captain heard someone yell from the across the street, "Stand aside, if you please, captain, I am going to kill that damned scoundrel." Polhamus had barely time to get out of range before "Red Kelly" opened fire. "Texas" returned the compliment, but he was too late; "Red Kelly" had three shots into him, and "Texas" dropped. No objection was made to "Red Kelly's" act, and shortly after he left for other diggings.



HOISTING MACHINERY.

Mohave county, north of Yuma county, can lay claim to being the pioneer in quartz mining in Arizona. As far back as 1872 a party of miners from Nevada, mostly from Pioche, attracted by stories of rich ore found in the Cerbat Mountains, Mohave county, pitched their camp where now is the town of Chloride. Later, there came other bands of prospectors from California, until about one hundred men were gathered near what was called Silver Hill, because of a large vein of silver-lead ore, running the entire length of the low ridge rising from the valley. Since then, and

BANNER—SAN DIEGO COUNTY.

up to the present time, there has probably been more gold and silver-lead mining in Mohave county than in any other county in Arizona. And more than that, more discoveries of value are being made in Mohave county than in any other, except it be in the Bradshaw Mountains, in Yavapai county. The San Francisco mining district, in the western part of the county, is one of the districts that has become prominent within the last two years. In it are the Gold Roads, the Leland, the Black Mountain, the Cedar Valley, the German-American, and some others. This district, called by some the Boundary Cone district, commences at the southern end of the Colorado River range of mountains. The Gold Roads, which has been opened up largely by Los Angeles capital, has one of the most completely-equipped mills in the Territory, $300,000 having been spent by Messrs. Posey and Bayly in bringing the property to its present state of development. Although the mill has been in operation but since June of 1903, the production to date has been most satisfactory. A more complete article on the Gold Roads will be found in another portion of this book. The Sheeptrail and the Minnie are among the groups of mines in that section which have been opened in a large way and equipped with mills and machinery. The Chloride district, north of Kingman, is another in which there is much mining being done. One of the most important strikes in that district was made this year, in what is known as the Dempsey and O'Dea group. As almost the entire county is heavily mineralized, there is every reason to believe that more discoveries of value will be made.

About twenty-five miles east of Yucca, a station on the Santa Fé, are the properties of the Cedar Valley Mining and Smelting Company, another Los Angeles enterprise, organized by the well-known Spokane mining operators, Capt. C. Henry Thompson, Col. W. W. D. Turner of Le Roi fame, and others. The mines operated by this company are among the most historic in that district and were worked at a profit 40 years ago, when labor cost $10 per day and supplies were proportionately high. The company is expending a large amount of money in developing the property and it shows evidence of great promise.

STAGING TO THE MINES.

SOUTHERN NEVADA.

Leaving Mohave county, Arizona, and crossing the Colorado River at Camp Mohave, you land in that portion of the State of Nevada which forms the acute angle of Lincoln county, north of which but a few miles is the Searchlight district, discovered by Ben Macready of Los Angeles. It is one of the most promising among new camps of this southwestern region. The area of the mineral belt, of which the town of Searchlight is the center, is about 640 square miles. Throughout the whole of that large section there are good prospects for mines.

The northern limit of the district is about ten miles south of El Dorado Cañon, which is about twenty miles north of the town of Searchlight; the southern boundary of the district is about twenty miles south of Searchlight. Over it all the surface is the typical desert, abounding in yucca, Spanish bayonet, greasewood, cacti and the usual desert herbage. There is

FIVE-STAMP MILL ON THE AURORA MINE, LOWER CALIFORNIA.

SCENES AROUND ALAMO CAMP, LOWER CALIFORNIA — PROPERTIES OF THE AURORA MINING COMPANY.

THE GOOD HOPE MINE, SEARCHLIGHT DISTRICT, NEVADA.

no surface water except at Granite Springs, eighteen miles north of the town of Searchlight. Water is also to be had at Summit Springs, three miles to the east; at Malapi Springs, twelve miles west; at Piute, twenty-five miles southwest; also at Newberry and Cottonwood Springs, about sixteen miles to the southeast. The sinking of shafts in mining properties has shown that water is abundant at a depth of about 400 feet.

Viewed geologically the general formation of the district is igneous, containing many varieties of porphyry, granite and volcanic rocks. The entire district gives evidence of having been subjected to considerable volcanic disturbance, more especially in the portion between the camp and the Colorado River. In the immediate vicinity of Searchlight Camp the formation is almost entirely porphyritic, some granite protrusions appearing in an irregular manner to the north and east. In this formation have been found

THE "DIAMOND HITCH."

the most valuable gold deposits, all free-milling and exceptionally free from refractory elements. Surface disturbances have in places mixed the gangue to a depth varying from fifty to one hundred feet, causing unevenness in the width and dip of the veins, yet in no case has there been found other than improvement in size and values as depth is attained. Take, as instances, the Copper King and Golden Treasure claims, owned by the Quartette Mining Company. These had a surface showing of three feet in width, with values not exceeding $1.60 gold per ton, whereas at a depth of 500 feet the lead has broadened out to over thirty feet, with values of $17 gold per ton, and all free milling ore.

The property of the Quartette Mining Company, a Boston organization, is the leading one of the Searchlight district. On it there has been expended about $400,000, but as it has established for itself a value many times greater than this sum the money has been well invested. This company has a mill of twenty stamps on the Colorado River with a railway to it from the mines. It has also recently erected another stamp mill at the mines, the water necessary for it being obtained at the mine workings. Owing to a labor strike inaugurated last June little work has been done. The strike is now over, the Quartette and other companies in the district having procured a sufficiency of non-union labor to permit of the resumption of work on a scale as large as that which was being done prior to the time when the labor strike was declared. Among other properties that are being developed are the Southern Nevada, the Good Hope, the Cyrus Noble, the Parallel, the Searchlight, and others.

The Sandy is another district in this southern portion of Nevada in which are several valuable gold properties, notably that of the Nevada-Keystone Company, a Los Angeles organization. For the last year or more the Nevada-Keystone has been a regular shipper of gold bullion, and has produced $100,000. The property is equipped with mill and cyanide plant, and extensive improvements are now being made, which will greatly increase its monthly production. The Nevada-Keystone has a record of $380,000 produced some years ago, and its former owners thought it was "worked out." Under the direction of Carl F. Schader, a successful operator and mining engineer of Los Angeles, it has within the past few months produced over $100,000 in gold, and values increase with depth.

THE FOUNDERS OF RANDSBURG
CHARLES A. BURCHAM, JOHN SINGLETON AND F. M. MOOERS.

SOUTHERN CALIFORNIA.

Immediately west of Lincoln county, Nevada, is San Bernardino county, in Southern California. San

Bernardino is of such vast extent that it would require an article of many thousands of words to properly describe its many mining districts and mines in them. The districts in which the most mining is being done are the Vanderbilt, Providence Mountains and the New York Mountains, in the northeast part of the county; the Ludlow district, in the central portion, and at Johannesburg, which latter forms part of the Rand district, extending into Kern county. The Vanderbilt is one of the older mining districts of San Bernardino county, possessing a number of valuable mines. In the New York Mountains, the Giant Ledge Gold and Copper Company is doing the most work. It has a large property which is being intelligently developed, with large ore bodies blocked out. The company is having an aerial tramway constructed from its mines to its mill site, preparatory to making arrangements for the reduction of its ore. In the Providence Mountains, south of the New York range, are some well-defined gold ledges that are being developed, while on the southwest slope of the range are some large deposits of iron ore, which, when transportation is provided, will prove valuable.

VIEW OF THE MINE.

A "SHIFT" READY FOR WORK.

In the Ludlow district are the Roosevelt, the Chase, the Bagdad and other mines. The chief property is that belonging to the Bagdad Mining and Milling Company, composed chiefly of eastern capitalists, among whom are Senator Chauncey M. Depew, J. N. Beckley, of Rochester; E. Van Etten, of Boston; Benjamin E. Chase and J. H. Stedman, of Rochester, with E. H. Stagg, at the mines, general manager. These men are possessed of large means, and have developed their property in a large way, building a railway from the mines to a junction with the Santa Fé Railway, thereby permitting them to ship their ore direct to their fifty-stamp mill at Barstow. The Bagdad Company recently acquired by purchase the Chase mines, which adjoin the Bagdad property. The company ships an average of 100 tons of ore a day to the Barstow reduction works, the ore averaging $25 in gold per ton.

Adjoining the Roosevelt and Bagdad properties and extending along some of the most richly-mineralized ground of the district, to the Chase mines, a mile and a half distant, lie the Sierra Grande properties, recently acquired by former United States Senator Stephen M. Dorsey, and others. Active preparations are being made for the immediate development of the property, and extensive expenditures are being made.

East of Ludlow district and south of Danby, on the Santa Fé Railway, is the Old Woman's Mountains district, in which are several gold and silver properties. Southwest of that range

THE RANDSBURG BONANZA, THE FAMOUS YELLOW ASTER MINE.

and on the Riverside county line, is the Dale district, in which mining has been done during the last ten years, but which has only recently begun to attract attention. In this district are such properties as the Capitola, the O. K., Ivanhoe, Brooklyn, Virginia Dale, and many others that could be mentioned, all of which have, under development, shown fine ore bodies carrying values in

gold, but which have hitherto been handicapped by a lack of sufficient milling to reduce them, and as the camp is not blessed with railway facilities, it has been impossible to ship the ore. The lack of water has been partially overcome in the laying of a pipe line through which water is furnished to some of the mines, but there is not enough of it to furnish all with water. As evidence of the enormous richness of some of the ore in the Dale district, a streak that was uncovered in the Capitola claim may be mentioned which gave returns at the rate of $137,000 gold per ton. Some of the ore was sent to Los Angeles to be assayed, in order to see whether an assay made at the mine of a piece of the same ore would be corroborated by the Los Angeles assayer, and it was.

The southern portion of Inyo county is, through the fact of its being tributary to the city of Los Angeles, embraced within this southwestern region. The general formation is similar to that of the northern part of San Bernardino, which it adjoins. The Panamint district of Inyo county was in days gone by famous for its rich silver mines. At present the principal mining is being done in the Ballarat district, one of the chief properties being the Ratcliff mine. In the Angus range, west of Ballarat, Los Angeles parties are developing a large property; there is also a good deal of work being done in the Slate range, south of Ballarat.

SANTA FE BRIDGE OVER THE MOJAVE RIVER.

In San Diego county, mining is chiefly confined to the extreme eastern part, bordering on the Colorado River. The best-known mines are the Golden Cross, near Hedges, which have been worked for many years and are still producing in the neighborhood of $11,000 per month, but that amount is much less than the production of some eight or ten years ago. The ore is low grade, carrying not to exceed an average of $3.60 gold per ton. There is a very large accumulation of tailings at the mine, which are now being cyanided, with fairly good results.

Another large property in that part of San Diego county is the property of the California King Gold Mines Company, at Picacho. This company has a railway connecting the mines with its milling plant on the Colorado River, distant four and one-half miles. The crushing capacity of the mill is 1000 tons daily, but the tankage capacity is yet insufficient, not more than the equivalent of 300 tons a day. The plant was constructed for straight cyaniding. It is built in three units and can be made available to crush 1200 tons of ore every twenty-four hours. There is a bin capacity of 2500 tons, and there are ten cyanide tanks of 250 tons each. As a cyaniding proposition the plant is one of the best equipped on the Pacific Coast.

The Julian and Banner are two other districts in San Diego county in which mining is being done, but to a limited extent only. Ore bodies are not lacking, but men with sufficient means to open them do not seem to be on hand.

Kern county has the largest gold mine in the Southwest, and, for that matter, one of the largest on the Pacific Coast—the Yellow Aster, in the Rand district. The Yellow Aster Company is a close corporation, and is owned and controlled by John Singleton, C. A. Burcham and Dr. Rose L. Burcham. The property is in every respect one of the most perfectly equipped on the Pacific Coast, having two stamp mills—one of thirty stamps, the other of 100 stamps—its own water plant, which includes a pumping station and several miles of pipe line, affording an ample supply for all purposes. The mines are electrically lighted, every possible improvement and convenience to facilitate work and keep down expense being provided. It has a good record of production, and a future that is rich with promise of increasing production for years to come.

To attempt a list of other mines in the Rand district would necessitate making it a large one, there being some hundreds of properties in the district that are undergoing development. The Rand, like the Searchlight district, has recently passed through troublous times from labor strikes, but there, as in the other district, the labor strikers went after more wool, but came back fleeced. The mine operators refused to treat with the labor unions; little by little the miners left camp, and at the proper time their places were supplied by non-union men. From now forward the Rand district will be one of the most flourishing in the Southwest.

There is one other mining district in Kern county that cannot be overlooked—Mojave district, in the western part of the county. While it was well known

to many mining men that the district contained many rich deposits of gold-bearing ore, yet not much attention was given them, and but little upon them done. The principal reason for this was that which prevails in so many other mining camps—lack of water for mining purposes. Were it otherwise, Nature might be properly accused of being over-liberal. The ore bodies were deposited, but man was left to provide ways and means for furnishing the water necessary to the extraction of the gold and other metals from the ore. In the Mojave district the properties on which the largest development has been done and

VIEW OF THE BAGDAD, ROOSEVELT AND CHASE MINES IN THE RICH BAGDAD DISTRICT, CALIFORNIA.

which are being successfully operated, are: The Exposed Treasure, Queen Esther, Karma and Echo, the latter having been opened up by G. H. Hooper of Los Angeles. All of these properties are equipped with machinery and reduction plants, and, now that they have water, are proving that the ores of the Mojave district can be profitably worked.

Another branch of mining that is assuming some proportions in this southwestern region is that of precious stones, and which is fittingly reserved as the conclusion of this article. There have been some discoveries of gems in San Diego and Riverside counties, Southern California, during the past twelve months, that are indicative of their existence in sufficiently large quantity as will pay to open the deposits on a commercial scale. Among these precious stones are spodumene (kunzite,) jacinth, chrysoprase and tourmaline. Of kunzite (named after Dr. George Kunz, president of the New York Mineralogical Club,) some very excellent specimens have been found in San Diego county, so good that they have received the indorsement of the more prominent jewelers of New York. The stone is of delicate lilac color, resembling that of pale amethyst. In addition to its being an attractive gem stone in color and luster, it possesses the peculiar property of fluorescence. Prof. Baskerville, of the University of North Carolina, who has taken much interest in this new gem, states that "after being exposed to ordinary sunlight, the power of fluorescence is apparent, and that also upon exposure to the Roentgen rays for a period of five minutes a piece of kunzite will absorb sufficient radiance to photograph itself upon a piece of sensitive paper if left in a dark room, remaining slightly self-luminous for some minutes." This will form a portion of California's mineral exhibit at the St. Louis Exposition.

THE GOLD ROADS MINE.

THE list of Arizona mines published two years ago contained no mention of the Gold Roads. This great property was then an undeveloped prospect, and the millions of gold which are hidden in its veins were then unknown. For a number of years the prospectors of Kingman, Arizona, had camped upon the 200 acres comprising its holdings, never dreaming that beneath their feet was one

IN THE SAN FRANCISCO MINING DISTRICT.

of the richest of Nature's depositories. Indeed, in the latter '60's soldiers stationed at Fort Mojave, about fourteen miles from the property, prospected the neighborhood and never stumbled on to the future gold producer. And now the Gold Roads is a young mine. Its production dates from the second of June of the past year, at which time the mill commenced operations.

The history of the discovery of the Gold Roads mine reads like a fable from some fairy tale. Out in Arizona it is an old story of how an old Mexican prospector, down on his luck, secured a $12 grubstake from Henry Lovin, at that time sheriff of Mojave county, and while on his way over the range to the flats of the Colorado river, he camped on the ridge and kicked up a piece of float that looked good; of how the old Mexican and his grubstaker each realized $25,000 cash for the property, the sale of which was negotiated through a local mining promoter.

The Gold Roads Mining and Exploration Company was organized by Messrs. O. P. Posey, William Bayly and Clarence McCornick, all of whom are among the best known mining operators in the West, and who have been closely identified with extensive mining interests for many years. While these gentlemen acquired possession of the property in September, 1901, it was not until July, 1902, that the present company was formed. The property which was acquired is situated between the summit of a ragged range of hills and the valley of the Colorado river, which is less than ten miles distant in an air line. It lies twenty-five miles southwest of Kingman, Arizona, and an equal distance northeast of the Needles, California. A flourishing little camp has grown with the development of the mine, and at present the population is close to 400. The total acreage of the company is something over 225 acres, comprising the following claims: the Silver Dollar, Gold Dollar, Gold Dollar Extension, Houghton, Gambler, Robbin, Tip Top, Climax, Gold Roads, Lime Road and Billy Bryan.

The Gold Roads is pre-eminent in more respects than one. One of the most interesting and modern features in connection with it is its machinery equipment. In both the mine and mill the most modern and perfect mechanical effects have been secured. It is lighted throughout with electricity, and is in every respect a modern mine. The engine-room at the mill houses ten gasoline engines with a combined horse-power of 342, while a 54-horse-power engine is in use at the mine to supply power for the hoist. Crude oil is used for fuel, and something like 650 gallons are required daily. This has proven to be a most inexpensive and thoroughly satisfactory fuel, and indeed, were it not for its use, it is safe to say the mine could not be operated profitably without railroad connections.

The Gold Roads is operated through a double compartment shaft which has been put down 325 feet. Three levels with extensive drifting has been done, and ore is being milled from all parts of the various levels. The shaft will be carried to a depth of 500 feet, and lower levels be run as soon as it is expedient. The shaft is equipped with a double cage, or rather a skip, into which the ore cars are emptied on the various levels. The skip is self-operating, and upon reaching the surface is automatically dumped into the crusher, from which the ore is emptied into the bins over the first tunnel. In detail the development consists of a 209-foot drift to the west on the 100-foot level, and a 269-foot drift to the east. Both are with the ledge, which runs 20 degrees north of east. On the second level, the east drift extends 185 feet, and the west drift 248 feet. Immense amounts of ore have been knocked down in all the levels, especially the third level, where the drifts extend 230 feet in each direction from the shaft. As the ore body shows an average width

FIRST SHAFT-HOUSE ON THE GOLD ROADS.

of twelve feet throughout the workings, some idea of the quantity of ore blocked out may be gained.

Without an exception the plant is one of the most completely equipped mines and mills in Arizona. Not only is the mill well arranged to insure the economical handling of

ore, but the machinery installed is the latest and most approved pattern. The ore reaches the mill by a 1400-foot track from the mine, and is dumped into the mill bins, which have a capacity of 200 tons. From the ore bins the ore works by gravity through the entire process, no handling being necessary. Passing between two sets of revolving coarse rolls it is crushed until it passes through a quarter-inch mesh. From there, when the condition of the ore requires it, it passes through two sets of revolving driers, and then into finishing rolls, 40 x 60 inches in diameter. The ore then passes through Colorado impact screens, the first being a 16 mesh, and the second a 25 x 40 mesh. Classification of the ore is made while it is in suspension in the screens, and the fines that are taken out amount to less than 10 per cent. of the output of the mill. The slimes are taken out by a series of suction pipes and are deposited in bins that have been placed in the canyon below the mill. After the cyanide tanks have been partly filled with coarse pulp, the slimes are then taken and placed on top, forming a blanket, and the leaching begins. There are sixteen of these immense tanks, and the distributing is done by a Robbins conveyor. The machinery for the mill, which is in charge of Fred Bailey, a millman of wide experience throughout the West, is modern in every particular, and was designed for the Gold Roads company by the Llewellyn Iron Works of this city, and the Colorado Iron Works of Denver, Colorado.

Water for the camp, which is known to the postal authorities as Acme, Arizona, is pumped from Little Meadows, three miles distant, where there are natural springs which have been used by travelers over the old trail for the past forty years. A large pumping plant is maintained at Little Meadows, and the water is forced through a two-inch pipe over a 750-foot rise and down to the camp at the rate of twenty gallons per minute, which is ample to supply the camp, mine and mill. In the event of a larger amount of water being necessary, it could be secured from the same source.

In predicting the future of the Gold Roads, it is only necessary to take into consideration a few facts to establish the fact that as a producer and dividend payer the mine is still in its infancy. Of the 225 acres of rich mineral land owned by the company, less than 10 per cent. has been exploited, and of the veins and ore bodies exposed but a comparatively small portion has averaged less than the body it is now working upon. In the radius of the present development is virgin ground of sufficient extent to occupy the attention of the company for years to come. What the future has in store for the Gold Roads no one can definitely tell, but to foresee continued and increasing greatness for the mine does not require the scientific vision of an expert.

(1) GOLD ROADS MILL. (2) ORE BINS AND TRAM. (3) WATER TANKS. (4) HOIST.

MEN OF ACHIEVEMENT.

G. H. HOOPER.

G. H. HOOPER is a native of New Hampshire, but at one year of age was taken by his parents to New York State, where he was educated and grew to manhood. When still in his teens he accepted a position with the Dixon Crucible Company of Jersey City, one of the largest concerns of its kind in the United States. The company owns its own mines of graphite in the northern part of New York State, and for thirteen years Mr. Hooper mined and refined all the domestic graphite used at the Jersey City plant, and he is yet retained by the company as its consulting engineer. Here it was that he received his introduction to that most alluring of all pursuits—mining. After having spent thirteen years in the service of the company and received a knowledge of mineralogy and geology that was acquired by practical experience, he determined upon visiting the West and investigating for himself the possibilities afforded hy the mineral resources of the Southwest.

G. H. HOOPER.

Six years ago he commenced looking over sections of the West for a suitable mining property, and two years ago he commenced investigating the region around Mojave. He has since then been actively engaged in prosecuting development work on the properties which he acquired. The first property he purchased was the Echo group of mines, which he secured title to in 1901. The following year he purchased the Gray Eagle group, and merged the two under the one title of the Echo Mining Company, of which he is president. Mr. Hooper arrived at a time when the Mojave district was literally honeycombed with prospect holes. He was too late to stake a claim, but not too late to invest in claims others had staked, and the business judgment of years, reinforced by a keen discernment, directed him wisely in the selection of properties. The first properties he purchased had been producers, the Echo having shipped over $10,000 worth of ore, while the Gray Eagle had also entered the list of shipping mines to the extent of some $30,000. He was successful with his promotion from the start, organizing the company under the laws of the Territory of Arizona, and interesting personal friends in the East in the company.

Development work on the property is now conducted through a tunnel some 800 feet in length, which cuts the vein 256 feet from the mouth of the tunnel. A mill with a capacity of thirty-five tons daily is in operation at the mine, and is proving most satisfactory. Preparations are now about completed for the addition of twenty more stamps to the mill, and cyanide equipment, at a cost of $20,000. The ore is free milling, and is a gold and silver proposition, that coming from the Gray Eagle running about three ounces of silver to an ounce of gold, while the ore from the Echo group is practically free from any silver.

The water problem, which has proven so difficult a subject for many desert companies, has been successfully solved by Mr. Hooper, Thomson & Boyle and the Karma Company, who have built a four-inch pipe line a disatnce of fifteen and a half miles and brought the water necessary for mining and milling directly to the mines in quantities sufficient for all purposes. The location of the company's properties, which consist of over 250 acres of the best mineralized section of the Mojave district, is most accessible to the railroad, being but four miles from Mojave, the junction of two of the great transcontinental lines, while freight to the mines is hauled from Fleta, a station on the Southern Pacific, but two miles from the mine.

Mr. Hooper came to Los Angeles from a successful business career in the East, and his experience has proved that it is not so much mining ore as correct business principles that counts in mining. In floating the Echo Mining Company he has been conservative in his representations, and as a result the stockholders of the company, which is a close corporation, have reasons to congratulate themselves. Mr. Hooper is a man of ability and keen perception, and these qualities have combined to establish an enviable reputation in mining circles throughout the State.

GEORGE MITCHELL.

IT IS a noteworthy fact that a great change has taken place in the history of mines and mining within the past two decades. Where formerly the average person's conception of a "mine" brought visions of gold, today the well informed listener inquires, "What kind of a mine is it?" In the days of the Comstock Lode and the acquisition of wealth by the Sharons, Mackays, Floods, O'Briens and other of the early California millionaires, their wealth was obtained from the apparently exhaustless silver mines of the Comstock. Later mining millionaires were known as "gold kings," while today the wealthiest mining men of the United States are "copper kings." Such enormous fortunes as those accumulated by the late Marcus Daly, Senator William A. Clark, F. August Heinze and other of the Montana mining men were amassed in the production of copper. And while Montana, Arizona and Michigan have long held the record for the copper-producing States, much capital is now being directed to the fabulously rich deposits of this metal just across the international boundary line which separates us from our sister Republic to the south.

GEORGE MITCHELL.

Stories of the wealth of these mines are legion, and it is an established fact that they have been mined for the past three centuries. Undoubtedly much of the wealth of the Aztecs came from famous producers, but among the mining men of the day who have profited by their exploitation and successful treatment of their ores, few have profited to a greater degree than George Mitchell, who has in the course of less than five years earned recognition among such copper magnates as Senator W. A. Clark, F. August Heinze, and others of lesser magnitude in mining circles. The wonderful success of Mr. Mitchell has not been due to a practical knowledge of mining. That he has acquired in the course of experience. Not the talent and skill which enter into the detail, but the genius to select and direct special ability, and a masterful knowledge of metallurgy, which enabled him to find a way of treating and fluxing the refractory ores that had defied the efforts of the most capable mining experts and metallurgists the country has produced. On this rare gift has been builded the greatness of his mines.

Since early boyhood Mr. Mitchell has been associated with more or less mining excitement, and at his birthplace in Swansea, Wales, he had many opportunities to become familiar with the great smelting and refining concerns of that historic city. His father was a sea captain, and the family had lived in Wales for generations. As a lad young Mitchell attended the public schools of his native city, later supplementing this with a course at the Morgan Chemical School, of Swansea, from which institution he graduated at an early age. Soon after his graduation he secured a position as sampler and assistant in the laboratory of a copper, silver and nickel works, so although still young in years, it can readily be seen that Mr. Mitchell is ripe in experience, for at a time when most boys of his age were engaged in the elementary studies, he had already selected and was embarked upon the career that was to win him wealth and influence. During a period of three years' service with the company he steadily advanced and filled the positions of smelter, refiner and reducer of gold, copper and nickel in the metallurgical department of the works. Subsequently he secured employment with the South Wales Smelting Company at Swansea, and at the age of twenty was in complete charge of the smelting department of this immense concern. During this period of time young Mitchell was receiving an insight into metallurgy which proved invaluable to him in later life. His duties gave him complete charge of the testing and refining of copper ores, which were received by the smelter from practically all over the world, thus giving him opportunities to become familiar with the character of ores which would have been denied a metallurgist in a less renowned plant than that in which he was retained.

The same opportunities which presented him with samples of ores from all quarters of the globe, also instilled into his breast the desire to see the mines from which the samples were obtained, and accordingly, in 1887, he determined to visit the United States. Arriving at Baltimore he immediately secured recognition as a metallurgist of ability, and obtained a position with the Baltimore Copper Works, remaining in charge of their plant for a year. For the next few years he was identified with a number of smelting and

refining plants in various parts of the country, before he finally moved to Montana, where he became associated with the smelting interests of that great copper camp.

Upon the erection of the immense plant of the Boston-Montana Copper and Silver Mining and Smelting Company at Great Falls, he assisted in the construction of the works, and upon its completion assumed the duties of assistant superintendent and general foreman. He remained with these great interests until 1890, when at the earnest solicitation of Senator W. A. Clark he consented to take charge of his smelting works at Jerome, Arizona. The United Verde, with a dividend record of nearly $25,000,000, still further impressed upon Mr. Mitchell's mind the great possibilities of copper properties. While engaged in his metallurgical work in connection with the various smelters, his inventive genius had wonderful opportunity for action. He patented refining furnaces and refining processes that are in use by such great mining properties as the Copper Queen of Arizona, and the famous United Verde Mines of the same place, while in his own great smelters at Cananea they are also in general use. These inventions have proved a gratifying source of revenue to him, as well as a process which he invented for saving the remelted slags from the ordinary convertors; he also invented a steam generator which is being operated with success at his Mexican smelters.

It was along in 1897 that Mr. Mitchell became interested on his own account in the famous Cananea property, and, resigning his position at the United Verde, he devoted his entire time to the acquirement of the claims constituting the group. The history of the mines reads like a romance. Centuries before, the mines had been worked for silver by the Spaniards, and the slag, rich with copper, was left upon the dump. Marcus Daly's experts and W. A. Clark's experts had attempted to report on the properties, but owing to imperfect titles at one time, and the inability of another to secure the holdings he wished, both deals fell through. Something like fourteen years ago a representative of St. Louis capital had erected a smelter on the east end of the claims, but the project was abandoned and the enterprise failed. Later, along came F. August Heinze, fresh from his successes in the Northwest. He reopened the plant and, too, was compelled to admit his defeat. The truth of the matter has since been demonstrated that the Cananea's successful working was a metallurgical and not a mining problem. It remained for George Mitchell, with his genius and technical skill, combined with his perseverance and practical experience, to solve the solution of the fluxing of the ores of this ancient old bonanza — which seemed simple when it was announced that the ores of the east and west ends, when properly mixed in the right proportion, solved their own problem of smelting.

RESIDENCE OF GEORGE MITCHELL.

Following the acquisition of the property, and the organization of the Cobre Grande Copper Company by Mr. Mitchell, was a series of law suits and litigation extending over a period of two years in both the Mexican and the United States courts. The Cobre Grande Company, failing to comply with the terms of its agreement, Mr. Mitchell had the property reconveyed to himself, and pooling issues with W. C. Greene, who had acquired large holdings in the Cananea, formed the present Greene Consolidated Copper Mining Company.

The reins of management having been retained by Mr. Mitchell, he at once inaugurated a series of improvements which involved the building of miles of mountain roads and trails from Naco, the nearest town on this side the line, and later a railroad to the property. Immense smelters with a daily capacity of hundreds of tons now treat the ores which baffled the skill of metallurgists since 1618, when the mines were first worked. Mr. Mitchell, after clearing up the titles to the property, commenced an acquisition of the claims embraced in the Cananea's group, which have demonstrated the wisdom of the action, as the company would not dispose of them today for a very large sum.

Mr. Mitchell had attained the noon of life when he was called upon to administer the affairs of the Cananea. He had traveled extensively and had come in contact with the most successful of the world's mining operators and experts. Travel is a great educator, and Mr. Mitchell has been an apt student. He has been associated with the greatest mining experts of the age, and has personally examined and studied the veins of the Andes, the Rockies and the Cascades. His investments have expanded with his acquisition of wealth, and today they extend from Alaska to Chile. His judgment of the value of a mine is unerring. His fortune has been made not by promoting or by stock speculation, but by actual development of mines, and taking metal out of the ground where it has lain since the beginning of time.

Briefly it may be stated that Mr. Mitchell has developed the Santa Rosalie Gold Mine of Sonora, Mexico, and placed it upon the list of dividend payers. This famous old property is credited with having produced over $14,000,000, and that by the primitive methods in vogue hundreds of years ago.

While Mr. Mitchell's mining enterprises in the past have been conducted upon a gigantic scale, and have made millionaires of many of Mr. Greene's friends and associates, his latest exploitation, The Mitchell Mining Company, or as the Mexican corporation is known, "La Dicha Mining and Smelting Company," promises to eclipse in value the famous Cananea properties two to one. For the past two years Mr. Mitchell has been interested in the properties acquired by the company, all of which are located in the State of Guerrero, Mexico, a section of the Republic which offers greater opportunities for capital in the exploitation of its undeveloped mineral resources than any portion of the United States. The principal properties of the Mitchell Mining Company, comprising mining and timber lands, are located in the districts of Bravos and Tavares, bordering immediately upon the coast line of the State of Guerrero, and lying within a radius of thirty-five miles of the port of Acapulco, on the Pacific Ocean.

The company has acquired some 200,000 acres of timber lands adjoining its mining properties, most of the ground being heavily timbered with pine and oak, making an ample supply of mining timbers readily accessible, and sufficient to insure all the mining timbers that may be required for the next thirty years. The mining properties of the company consist of what is known as the La Dicha group, titles to which have been granted direct from the government, as well as several hundred "pertenencias" under denouncement, title to which is now in process of issue, and are taken over by the company clear of debt. They consist of the following groups: La Dicha, 20 pertenencias; McKinley, 20; Edward VII., 12; Odell, 152, and the Hensey, 96 pertenencias; a total of 300 pertenencias, or an area of 1968 feet in width by 16,400 feet in length.

These various locations have been made upon a continuous wide vein of sulphide ores, and can be traced by the large outcroppings for the full length of the property of 16,400 feet. Probably never before in the history of mining properties has there been such great natural development, the vein having been exposed in five different places by a river and its branches, these streams cutting the vein down to the sulphides to a depth of from 150 to 200 feet below the apex of the iron croppings and showing a width of 175 to 200 feet.

Since Mr. Mitchell became interested in the property he has expended over $300,000 in developing the same and establishing permanent quarters at the mine. Development work has been prosecuted through nine tunnels and four shafts, making in all over 2500 feet of development work on the property. A force of between two and three hundred men is constantly upon the company's pay roll, and Mr. Mitchell with characteristic vigor and enterprise is delving into the property with the object of getting it upon a dividend-paying basis. Millions of dollars worth of ore is in sight, and reports of mining experts of national reputation corroborate the report made by the eminent geologist, Mr. Robert T. Hill, of Washington, D. C., who in December of last year made an exhaustive examination of the property.

The company owns an 18,000-acre plantation in the immediate vicinity of its mining property on which it has herds of cattle and flocks of sheep, it being the purpose of the management to supply the camp with fresh meat from its own ranch. Pineapples, bananas, limes, grapes and all tropical fruits grow in abundance upon the plantation, and its possibilities are almost unlimited.

The officers of the Mitchell Mining Company are among the best known mining, financial and professional men of the country, men whose names are associated with gigantic and successful enterprises. Mr. Mitchell is president and treasurer of the company, and administers its affairs. His reputation as a copper expert is international, and he may properly be classed with the "copper kings" of the world.

His interests are not confined to his Mexican mines, for he is heavily interested in Los Angeles realty, and owns one of the city's most attractive homes, located in the midst of spacious grounds and a profusion of tropical foliage. His business requires his time in various parts of the country, but his family make this their permanent home. All of Mr. Mitchell's investments seem to have wooed and won the smile of Dame Fortune, and his success has been little short of phenomenal.

NILS OLOF BAGGE.

IT HAS been urged against mining by the novitiate that one has to be the "early" bird to reap a harvest of gold. No impression could be more erroneous, as has been demonstrated beyond dispute by countless instances to the contrary in the mining history of the Great Southwest; and residents of Los Angeles do not have to go beyond their own dooryard for convincing evidence that every day has its opportunities, and that they are not reserved for the "lucky" man more than for the conservative and far-seeing investor. Especially is this true of quartz mining, where extensive development is required to exploit a mine, and even in the case of placers the successful working of abandoned ground is of frequent occurrence. Among the striking examples afforded by the little colony of mining men in this city substantiating the preceding assertions, few better individual instances could be quoted than the following career of the gentleman whose name will be recognized at the head of this article.

NILS OLOF BAGGE.

A native of Gothenberg, on the west coast of Sweden, N. O. Bagge commenced life but thirty-four years ago. He early evinced a fondness for study, and before leaving his teens had graduated from the principal home college, with the sole idea of emigrating to this country, having become impressed with the greater opportunities afforded here, and he accordingly arrived in New York City in 1888.

His technical knowledge served him in good stead, when he was first called upon to visit Southern Arizona and make a report upon some properties there in the interest of Eastern clients. Being a member of the American Institute of Mining Engineers, he was brought into close touch with mining men, and afforded many opportunities for profitable investment.

Realizing the possibilities of American capital and push in Old Mexico (having had the matter of labor, particularly, brought forcibly to his attention); he has therefore kept two competent mining engineers and experts in the field there, hunting up desirable properties for development. Mr. D. W. Shanks of this city, one of the engineers in Mr. Bagge's employ, reported most favorably on their property, consisting of 319 pertenencias, or Mexican mining claims, and upon visiting the property and personally examining it, Mr. Bagge purchased the claims.

For years, the Parral branch of the Mexican Central Railroad has borne past this mountain range mine-seekers from the States bound for Parral or points far away in the Sierras. Twenty miles from Jimenez, Sierra de Almoloya looms up to the left of the railroad, and about four miles distant from the nearest station, and at thirty miles it has passed from view.

Thirty-five years ago, the old Spanish adobe smelters, in treating the lead ores of the Santa Barbara district, sent their pack trains of burros to the prospect holes of this mountain, esteeming the low-grade surface ores of high value for fluxing, by reason of the large percentage of iron in them, not dreaming at the time of the valuable high-grade ores immediately under their feet. Shallow holes were sunk in the mountain side, but before any depth was had, the adobe smelter was a thing of the past, and with it was forgotten the Sierra de Almoloya. People were looking for prospects less accessible.

For two years more the coyote held undisputed sway in these mountains, and it remained for a Mexican mining engineer to uncover the treasure.

The Sierra de Almoloya lies in the great lime belt that skirts the eastern base of the Sierra Madre. It is the same belt in which are found the famous mines of Santa Eulalia, Mapimi, Terrazas and Sierra Mojada, which have yielded and still yield millions every year. In none of these camps, justly famous as they are, do the ores carry such values in gold as are found in the Sierra de Almoloya, which is destined to take rank with the traditional mines of olden Mexico, which, pouring forth their riches into the waiting laps of the Spanish invaders, marked the golden age in Mexican history.

In addition to maintaining an office in this city, Mr. Bagge still retains his New York connections and office, and is engaged in working and developing numerous other properties in Arizona and Mexico, besides the two mentioned.

Mr. Bagge is a firm believer in the great future of Los Angeles, and backs his opinions by having large real estate and other interests here. He owns one of the city's most artistic and attractive homes, located in the most exclusive residence portion of Los Angeles. The grounds abound in a wealth of tropical trees, shrubs and climbing vines.

STEPHEN W. DORSEY

STEPHEN W. DORSEY is a native of the Green Mountain State, and passed his boyhood and early manhood among the hills of his native State. In 1861, at the commencement of the Civil War, he enlisted as a private in the First Ohio Infantry. After serving his country with distinction during the four years of the war, he was mustered out with the rank of colonel in the army. His experience while serving in the army under Tom Scott, one of the Assistant Secretaries of War, who was in charge of the transportation of troops and supplies, had directed his attention to the possibilities of a railroad career. At the close of the war, at the request of Mr. Scott, at that time president of the Pennsylvania Railroad, he became identified with the reorganization and construction of the lines which had become demoralized during the four years of carnage just closed. Mr. Dorsey continued his connection with Mr. Scott in the Southwest for several years.

When the Texas and Pacific, Little Rock and Ft. Smith, and Arkansas Central railroads were organized, Mr. Dorsey took an active part in the incorporation and construction of all these roads, moving to Arkansas to devote his entire time to the prosecution of the enterprises. These railroads are today the great trunk lines of the States they traverse, and stand a lasting monument to the untiring efforts and persevering genius of their builders.

Mr. Dorsey was ever mindful of the duties of good citizenship, and despite the responsibilities devolving upon him, was a member of the Republican National Committee for the five successive campaigns commencing with that of 1868. During a large portion of this time he served as chairman of the Executive Committee. His political career, with its attendant successes, is well known. His presence has been felt upon the floor of the United States Senate for the full term of six years, and his record was one of pride to his constituency.

STEPHEN W. DORSEY.

Mr. Dorsey commenced to devote his attention to mining as early as 1873. In connection with the late Senator Chaffee of Colorado, he acquired interests at Central City, and the excitement of Leadville's discovery in 1878 found representatives of Senators Dorsey and Chaffee on the ground. Silver Cliff, and the great Colorado silver camp, Aspen, have also claimed a share of his time and attention. When the Cripple Creek discoveries were made in 1891, Mr. Dorsey was early upon the territory and acquired claims and properties that he still retains an interest in. His Colorado mining enterprises, in fact, covered all the principal camps of the State, and covered a period of nearly a quarter of a century. In most of his mining operations he has acted independently, and the measure of success he has attained must be credited to his individual and personal efforts.

From Colorado Mr. Dorsey became interested in the mines of the Great Southwest, where for the past eight years he has been one of the heaviest and most energetic operators. He has invested his own private fortune in the development of properties, his ventures proving successful. Becoming impressed with the possibilities and undeveloped resources of this section of the country, he resolved to make his home here in order to more satisfactorily attend to his investments. Disposing of some of his Colorado interests about a year and a half ago he came to Los Angeles, and has since made his home in this city. The family residence, at 2619 Figueroa street, is one of the most beautiful in the city, famed for its handsome homes, while the grounds surrounding the residence are large, and set with tropical trees, shrubs and flowers, with a lawn that might well be the envy of those living in a less favored climate. The accompanying illustrations will demonstrate the beauties and extent of the grounds in a most striking manner.

The first California mining venture of any moment to claim his attention was the California King. The property was a low grade proposition of great magnitude. After having developed the property and placed it upon a shipping basis, he disposed of his interests for a handsome sum. The mine is today one of the best producers in that section of the State. Since the consummation of that deal, Mr. Dorsey has been acquiring large holdings in various portions of Southern California and Arizona, and is expending generous sums in developing the same. He is interested in the Randsburg camp, and is also identified with the Johanneshurg Gold Mines Company, located near the camp of that name. Among the most recent of his investments, and one of particular promise, is that of the Sierra Grande Gold Mines Company, located in the Bagdad district, just off the main line of the Santa Fé Railroad, but connected with it by a branch line ten miles in length, which joins the Santa Fé at Ludlow. The company owns forty-three mining claims in the center of the richly mineralized zone of that district. Ex-United States Senator John P. Jones is president of the company, while associated with it is Lionel A. Sheldon, former Governor of New Mexico, as well as mining men, bankers and business men of substantial character and undoubted business ability and financial resources. In Arizona among other properties of promise may be mentioned the Gold Roads Extension Company, which owns claims on the vein adjoining those now being so successfully operated by the Gold Roads Mines and Exploration Company of this city.

Mr. Dorsey's liberal investments have contributed much to the growth and development of the entire Southwest; but however much he could do through the direct outlay of capital, it could not equal the service he has rendered California in bringing her resources to the attention of the mining and financial world. Mr. Dorsey has acquired his wealth by a display of business ability of the highest order. He is a man of fine personality, as well as business acumen, and discharges the duties of citizenship in all its capacities with the utmost honor.

SENATOR STEPHEN W. DORSEY'S RESIDENCE AND GROUNDS.

JOHN SINGLETON.

"HE STRUCK it rich." What other calling than mining evokes such an expression in reference to its successful members? If a man accumulates fortune in mercantile pursuits, he is accounted astute; if he attains eminence in the professions, he is robed in brilliancy; if invention yields him fame, he is a genius — it is only the mining man who is the "lucky cuss." Yet the careers of most of the mining men of California would indicate that ability had quite as much to do with successful mining as luck, and of those who have won wealth and prominence in the Great Southwest few will be found on the fools' register. John Singleton is not a mere lucky adventurer who quit some other occupation and "struck it rich" by a happy mining accident. He was, and is, a miner, first, last and all the time. When Gen. Lawton was introduced to a shouting crowd, he said, with a touch of pathos, "I am not a hero, I am only a regular." John Singleton is only a miner. He is a professional miner, one bred to the vocation; one who entered upon his life work in his youth, and who, after devoting over thirty years of intelligent study and effort to the work, has had ample and gratifying success. He has not merely achieved great wealth; he has won fame as well, and he will live in our history as the ideal miner. Indeed, he is the pioneer of the typical miner of the future, for, although he did not have the technical education of the mining school to commence with, he was compelled to acquire in the course of his practical development, almost all the scientific knowledge which mining schools now teach, and which is indispensable to the rapid growth of the mining industry. The first generation of miners which overran the mining regions had for its historic figures the heroes of the lucky finds; the new generation will be distinguished by its scientific miners, whose keen knowledge of the geological formations, combined with practical business acumen, will enable them to do what John Singleton did, and find fortunes in rocks that had been prospected in vain by the unscientific for years.

JOHN SINGLETON.

A native of Sunny Tennessee, John Singleton began life in 1847. Here he attended the common schools and received his early education, later supplementing it at Eastern institutions of learning. Upon the completion of his education, and having reached man's estate, he accepted a position in the cotton brokerage office of a wealthy uncle in Texas. Here he remained some time, gaining an invaluable general knowledge of business methods, all of which was to prove useful to him in later life. In the fall of '69 the Union Pacific Railroad was completed, and that and the following year marked one of the greatest mining excitements of the period — the White Pine rush into Nevada. Young Singleton became infused with the fever and joined the throng seeking fortunes in the far West. He did not stop in Nevada, however, but came directly through to California, the State of his adoption, where he became at once actively interested in quartz mining, and laid the foundation for the practical experience to which he owes so much of his subsequent success. It is not the purpose to follow his career through the dozen or more camps that claimed his attention previous to his locating the famous bonanza of the Randsburg district, but we may say briefly that his experience was that of hundreds of other Western mining men who have, in the course of their experience, made and lost a score of fortunes, and braved the dangers of the frontier troubles of that time. The American mining man of moderate resources is a born plunger, and it is through his fearless investment that the mineral wealth of the country has been exploited and opened up; and, incidentally, that many individual instances are recorded where prominent mining men have found themselves once more at the foot of the ladder. But hope and perseverance are virtues with which the miner has been liberally endowed, and temporary reverses are but milestones in his checkered career. So with Mr. Singleton. He had made and lost considerable sums without attaining that measure of wealth to create in him the spirit of conservatism dominating other fields of enterprise; but his time had been most profitably improved under the tutelage of the greatest of masters — experience — and he was amply equipped for the exercise of sound knowledge in all subsequent demands upon his judgment. Those

demands came upon his entry to the Randsburg district.

In company with C. A. Burcham and F. M. Mooers, he located the world-renowned Yellow Aster mine on the 22d day of April, 1895. They commenced work upon the property at once, although under great difficulties, as all the water used had to be hauled over twelve miles to the camp. Mr. Singleton demonstrated the value of his practical experience by locating over 265 acres of quartz claims and about 100 acres of placer claims. The story of the famous Yellow Aster, the mine which has produced millions in a period of less than eight years, is told elsewhere in this magazine. A wealth of illustrations will speak better than words for the money that has been expended in improving the property.

The discovery of the Yellow Aster marked an epoch in the history of mining in Southern California. While mines had been opened in various districts in the southern portion of the State, up to the discovery of the Yellow Aster no bonanza could be boasted of. The immense sums of money that have beer expended on the property came from the mine itself, which has, under the judicious management of Mr. Singleton and his partners, become one of the great mines of the State. Labor disturbances in the summer of 1903 seriously retarded, for a time, the great mine's production, but with a steady hand the affairs of the company were guided over the threatening times, and the Yellow Aster is now, and has for many months been, worked to its utmost capacity.

Mr. Singleton has made his home in Los Angeles for the past few years, and has one of the most beautiful homes in this city. "Singleton Court" is one of the show places of the city. The grounds are extensive and beautifully cared for, and are filled with many rare specimens of tropical and semi-tropical trees, shrubs and plants. Mr. Singleton is not a plunger. He is the possessor of vast interests, admitting and demanding the utmost conservatism, and he has risen to the occasion. He is reinforced by his wide experience in mining, and the history of his mining assets is a history of growth under the influence of sagacious and successful management. John Singleton is courteous and unassuming in manner, and impresses one as a man of modest and intrinsic worth. His deeds reflect the big-hearted generosity which is the heritage of the West, and much is owed to his liberality and enterprise that never reaches the public ear.

"SINGLETON COURT."

H. M. RUSSELL.

AMONG the little colony of men in this city who have been instrumental in developing the mines of not only this, but adjoining States, with their own private capital, and interesting that of others, few have accomplished more or worked in a broader field than the gentleman whose name appears at the head of this article. Through his efforts the firm of Douglas, Lacey & Co., the well-known bankers and brokers of New York City, has become interested in the great Southwest, and is now, under the direction of Maj. Russell, actively engaged in the development and operation of a number of mining companies and oil companies whose field of operation extends from Alaska to the Republic of Mexico.

The careers of the mining men of Los Angeles furnish some of the country's most interesting bits of personal history. That of Maj. H. M. Russell is no exception to the general rule. From the time he attained his majority he has been living in the adventurous atmosphere of a mining camp, and being constantly associated with mining men it is not surprising that we find his life has been devoted to the following of this most alluring of all pursuits. He owes his nativity to the Empire State, having been born fifty-seven years ago in Jamestown, N. Y. At the age of twenty he left home and headed his bark of fortune toward Colorado, in which State he arrived in 1865, when Denver was little more than a frontier town and miles from a railroad. In the latter '60's Boulder and Gilpin counties were the scenes of intense mining excitement, and attracted thither by reports of the remarkable discoveries, young Russell soon became familiar with the topographical and geological formation of a large portion of those and adjoining districts.

MAJ. H. M. RUSSELL.

In 1878, when reports of the famous Leadville strikes reached his ears, Mr. Russell was early on the ground. He remained in that camp for some time, going from there to the Gunnison country with a number of associates. He relates many amusing experiences in the various camps of the State, and, as well, many that were severe tests of the nerve of the man. In entering the Gunnison country in the winter of '79 he found it necessary to tunnel a distance of 400 feet through the snow in order to cross a slide that had rendered the trail impassable. These and many more narratives equally as venturesome are among the reminiscences he has of Colorado in the early days.

A feature of his experience in which he takes a praiseworthy pride, and one that was destined to be of inestimable value to him in later years, was the apprenticeship he served, working on his own properties with pick and shovel, for it is to the practical lessons learned in this manner that he largely attributes his great success in the management and development of properties. It is from this practical schooling gained from the thousand-foot level to the surface, that Maj. Russell is indebted for his knowledge of mining and metallurgy. For a number of years Mr. Russell mined and prospected throughout Nevada and various parts of New Mexico and Arizona, before becoming interested in the Sister Republic to the south. In 1887, in company with business associates of Los Angeles, he purchased what was known as the Aurora claim in Alamo Camp, Lower California. The prospect, for the development work at that time consisted of a twenty-eight-foot shaft, is located about seventy miles inland from Ensenada, and in a rich, mineralized zone. Development disclosed a ledge of free gold, which made average assays that demonstrated its richness. He at once organized the Aurora Gold Mining Company, and active development work was at once begun. A policy of expansion was inaugurated, and the company secured sixty-two mines and claims in the surrounding territory. Maj. Russell was not slow to recognize the fact that the claims immediately surrounding the Aurora were desirable assets, and later developments proved the correctness of his theories that they carried exceptionally high values. Among the properties he acquired at that time was the Sterling group of mines, which had been producers, but owing to bad management and inadequate facilities for prosecuting the work upon the lower levels, the mines had lost prestige and the Major secured them at a reasonable figure.

This is the first property that Maj. Russell interested the firm of Douglas, Lacey & Co. in, and the success which has attended their connection with this property, operated under the direction of Maj. Russell, has prompted them to act upon his advice in numerous other deals which have proven mutually profitable to all the stockholders. For the past year the Aurora Gold Mining and Milling Company

has been paying regular dividends of 12 per cent. The first dividend paid, shortly after the reorganization of the company in January, 1901, amounted to 40 per cent. of the investment, thus demonstrating Maj. Russell's success as a manager. Among the stockholders in the company are some of the best known financiers of the East, some of whom are identified with the United States Steel Corporation, and are men whose business experience is especially ripe.

The success which attended the operation of the Aurora stimulated the Major to organize the Viznaga Mining Company under the auspices of Douglas, Lacey & Co. The property is situated in the same locality as the Aurora, and had been owned and operated by him for some time previous to the change in organization. It has a large acreage, and under the process of exploitation and development now in force, is being rapidly placed in excellent condition. Following the incorporation of the Viznaga mine, Douglas, Lacey & Co. became interested through Maj. Russell in the oil industry of this section, and have now been operating in the local fields for over two years. The Union Consolidated Oil Company was formed and commenced active development work with a capitalization of $5,000,000. It acquired a tract of oil land in Sespe Cañon where were bored a number of wells. A large number of men were employed in the local fields, and the company soon became one of the most active shippers from the district, the monthly production approximating about 6000 barrels. The condition of the oil market, at the time the Union Consolidated entered the field as a shipper, was such that it became imperative to secure a better market than was then to be found, and, characteristic of the Major in all his operations, he did not wait for an opportunity, but made one in forming a company for the purpose of erecting a refinery that would handle the output of its wells. The work carried on by this plant has attained such a magnitude and is so far-reaching in its effect upon the market of this city, and Southern California as well, that special space will be devoted to the interests of the Union Consolidated Oil and Refining Company in another portion of this magazine; the accompanying illustrations will show better than words can tell the extent of the plant.

RESIDENCE OF MAJ. H. M. RUSSELL.

One of the most recent flotations made by Maj. Russell through Douglas, Lacey & Co. is that of the Haslemere Mining and Milling Company. The possibilities of this property, which is located in the Keys Mining District, in Kern county, are so stupendous as to excite the interest of mining men all over the country. The property consists of sixteen full claims extending over two miles along the course of the vein, and two groups of mill sites on the river, one of four and the other of five claims. Work is being prosecuted with characteristic vigor, and a mill of 150 tons capacity is now in course of erection upon the property. An aerial tramway one and three-quarters of a mile in length will convey the ore to the mill, which is located but a short distance below the dam and power house of the Huntington electric company. Power for the operation of the tram, drills, lights and mine will be furnished directly from this plant, and it is proposed to equip the mine in the most modern manner to the end that it will be the most complete electrically equipped mine in the United States. With such unlimited power to be obtained, the owners are in a position to gratify their desires in this direction at a minimum cost. A feature that will prove entirely new in the stamp mill is special machinery now being prepared by the Llewellyn Iron Works Company of this city. The company is incorporated for $5,000,000. Its location is excellent. There are immense quantities of low grade ore in the mine, the transportation is solved, the milling facilities are unexcelled, and all conditions seem to be favorable for the development here of one of the greatest low grade mines in the Southwest.

The territory in which the firm operates is by no means limited to this section of the country. It maintains branch offices in twenty-eight different cities, and represents a large clientage abroad. The testimony of the ablest engineers and mining experts is taken before a property is purchased, and the success of the operations in the Great Southwest under the management of Maj. Russell has given the firm a reputation as one of the most energetic and successful companies in the country. The latest promotion from its office, and one in which Maj. Russell officiates as manager, is the organization of the Alaskan Oil and Mines Exploration Company, with a capital of $10,000,000. The company proposes to develop oil, coal and other minerals in Alaska, and for the past year has had an engineer on the ground locating desirable lands. It has acquired over 20,000 acres of oil land, and has already shipped an oil rig to the property from a local seaport town. If one may judge by the measure of success which has attended its previous operations in this section, much may be expected from this, its latest incorporation.

The success achieved by Maj. H. M. Russell has been the result of his ability to recognize and grasp opportunities, and, we might have added, his effective use of them. He has established a reputation for management which insures his promotions immediate recognition, and this explains the confidence reposed in him in every instance where he has placed a property on the market.

CHARLES AUSTIN BURCHAM.

CHARLES AUSTIN BURCHAM is a native son of the Golden West, having been born November 6, 1859, in Vallejo, within a few miles of San Francisco, then, as now, the metropolis of the Pacific Coast. His boyhood days were passed as were those of most of the lads of his day; he pursued his studies in the common schools of his native city, later supplementing them with a course at the Pacific Business College, San Francisco. He was reared in the adventurous atmosphere of San Francisco in the '70's, and upon the completion of his education his attention was directed to the fortunes being made and lost in speculating in Nevada mining stocks—this was in the palmy days of the Comstock lode, when millionaires were quickly made. Young Burcham displayed remarkable business ability and a rare conservatism even at that age, and after having operated on 'Change for a short time, found himself with his first "stake." But what was more to the point, the experiences of the season taught him the wonderful possibilities of mining as an investment and a conservative business proposition.

CHARLES AUSTIN BURCHAM.

In 1880, at that time but 21 years of age, young Burcham, in company with his father and an older brother, visited Southern California and purchased a 5000-acre stock ranch in San Bernardino county, and located some twenty-five miles from the town of that name. For six years the father and two sons conducted the ranch, in that time having made many improvements in the property, and having established it upon a paying basis. In 1887 Mr. Burcham made his second "raise" by disposing of extensive water interests which he had developed on his property to Maj. Bonebrake, who purchased the water for the infant town of Hesperia. For the ensuing four years Mr. Burcham's time was devoted entirely to improving his ranch and creating a market for its products in San Bernardino and other Southern California towns. But in the year 1900 he became impressed with the opportunities for practical miners in the vast mineral district embraced in San Bernardino county, and known simply as "the desert." From spending his entire time in the raising and selling of live stock, Mr. Burcham soon became interested in that inanimate stock that was to carry his success beyond the possibilities of his former calling. Accordingly in the spring of '93 he commenced making regular and systematic prospecting trips to "the desert." Devoid of experience and knowledge touching geology and mineralogy, his early tours were necessarily hopeless; but observation soon acquainted him with the formation and physical condition of the country, which knowledge was supplemented from time to time, as opportunity afforded, by scientific research. Right here was the difference between Mr. Burcham and the average prospector. He read and studied, and so equipped himself to recognize indications that would pass unnoticed by the superficial and ignorant genius, among whom he was so marked an exception.

April 21, 1895, found Mr. Burcham at Summit, a little town on the edge of the desert. He had prospected all the spring without meeting with the success his labors had merited, and as his stock of provisions had been exhausted he was about to return to San Bernardino. He had an excellent outfit and team, however, and that night met two prospectors, John Singleton and F. M. Mooers, who had an ample grubstake, but no means of moving it. The three thereupon entered into a partnership, and the following morning struck out for the Randsburg district. The success that attended their efforts is found in Southern California's greatest bonanza, the famous Yellow Aster property. It is not the province of this sketch to review the development of the Yellow Aster mine. Its history is fully related elsewhere. Suffice to say that under the direction of the owners, development work was prosecuted intelligently, and the mine placed upon the list of California dividend payers within a

comparatively short space of time following its opening up.

Charles A. Burcham is a typical Californian. He possesses the generosity and warm-hearted hospitality of the West, and the traits of character which won him friends before Fortune smiled so graciously upon him, bind them to him today. He is one who has accepted fortune graciously, nor has permitted it to estrange the friendships of former days. To his intimates of old he is the same "Charlie" as before his days of opulence, and so he will remain. Mr. Burcham has a charming and estimable wife, who has been a helpmeet in the truest sense of the word.

HOME OF CHARLES AUSTIN BURCHAM.

DR. ROSE L. BURCHAM.

IN REVIEWING the individual successes that have been made in the mining districts of the Great Southwest, one is impressed by the fact that the little colony has been to so great an extent recruited from the successful element in other professional and business callings. The import of this circumstance would seem to indicate that in mining, as in other vocations, sound judgment and correct business principles are more than a match for luck. While Fortune has chosen her sponsors from all ranks of society, as established by difference of means and education, it is a conspicuous fact that the favored ones represent, as a rule, the conservative, persevering and deserving element. The subject of this biography enjoys the distinction of being the only successful woman mining operator in the entire Southwest, and as such has demonstrated that she was endowed with executive ability of a high order.

DR. ROSE L. BURCHAM.

Born in the cradle of fame, the great commonwealth of New York, Dr. Burcham's début upon the stage of life was most auspicious. Her father was a practicing physician of Rochester, an Englishman by birth, a great student and traveler. At the tender age of ten years his little daughter evidenced a keen delight in having free access to his extensive library, and after completing her elementary education, she determined upon securing a scientific education. In order to assist herself in defraying the expenses of a course in the Rochester Free Academy, she taught school from time to time, and finally, in 1882, was rewarded with her long-sought-for diploma. Success spurred her on to greater efforts, and the successful graduate of the Rochester Academy set her aim for a medical education and left home to enter the Eclectic Medical Institute of Cincinnati, Ohio. She graduated with highest honors from this celebrated institution of medicine in the class of '84, and for the following year was upon the interne staff of a Cincinnati hospital. Dr. Burcham afterwards built up a lucrative practice, which she was obliged to relinquish in 1885 owing to failing health.

What proved a loss for the medical profession of Cincinnati proved an advantage to California, for, attracted by the reputation of the State as a Mecca for the health seeker, Dr. Burcham decided upon locating in San Bernardino, this State. There is now scarcely a city of any importance in the country that has not its able woman physician and surgeon, but when Dr. Burcham first located in San Bernardino she was the pioneer of women physicians. The successful and lucrative practice established by Dr. Burcham was the most genuine compliment the community could pay her talent and skill as a physician. In December, 1887, she was wedded to Charles Austin Burcham, owner of an extensive cattle ranch located within the limits of San Bernardino county, but her wedding to Mr. Burcham did not divorce her from her chosen profession and she continued to practice until she moved to Randsburg in February, 1896, to assist in the management of Southern California's bonanza, the celebrated Yellow Aster mine. While the Yellow Aster was located and opened up by the three founders of Randsburg, C. A. Burcham, John Singleton and F. M. Mooers, the success of their undertaking was largely dependent upon their "grubstake." Like an army in the field deprived of their base of supplies, so helpless would the founders of Randsburg have been without their commissary department, and Dr. Burcham was appointed a committee of one to act as commissary agent. How well she performed the duties imposed upon her can best be told in the success of the Yellow Aster mine. Dr. Burcham enjoys the distinction of having been the first woman to enter Randsburg. She made the trip in July, 1895, shortly after the mine had been located, and remained

there until the following month. Returning to San Bernardino she resumed the practice of her profession until the following spring, when she returned to Randsburg to make her home at the mine, and actively engage in the duties of secretary of the Yellow Aster Mining and Milling Company, a position which was tendered her upon the incorporation of the company, November 16, 1897. Since that date Mrs. Burcham has been one of the most energetic and progressive members of the board of directors. Not the wealth of the Yellow Aster alone, but its location in the midst of other of the camp's richest mineral zone, made surrounding and unexplored claims desirable assets. Dr. Burcham was not slow to recognize this fact, and at her instance the company has expended vast sums in acquiring adjoining territory in the past seven years, representing a series of investments that the company would not forfeit today for many fold their cost. Dr. Burcham has manifested no less discrimination and judgment in the selection of men to prosecute the actual development of the mine. Her knowledge of human nature has conduced to this in a generous degree. Not an innate attribute is the ken which measure men. Observation may be in a degree a heritage, but an insight into human nature must combine observation, experience and judgment. Dr. Burcham has traveled extensively in Europe and on this continent. Travel is a great educator, and Dr. Burcham was an apt pupil.

Dr. Rose L. Burcham has made her home in this city since the spring of 1902. She has recently purchased a beautiful home at the corner of Burlington avenue and Seventh street, where she entertains in a manner befitting her station in life. The house is built upon the Italian style of architecture, and possesses many unique and artistic architectural effects, one of the most distinguishing features of which is the commodious reception hall and drawing rooms, which are admirably adapted for the receptions which Dr. Burcham frequently gives, when in town. Dr. Burcham has led an active life, and association with professional and business interests has left her little time for social pleasures. She is a woman of energy, but is as unassuming in manner as she is forceful in character.

DR. ROSE L. BURCHAM'S RESIDENCE.

DRAWING ROOM. RECEPTION HALL.

CARL F. SCHADER.

IF THERE is one thing more than another that impresses the eastern visitor to California, it is the prominence of our young men. Yet, if a moment's thought is given the subject, it does not appear so remarkable. California is a comparatively young State, and the commonwealth has been peopled by emigrants from the East. These have been obviously young men, for it is a comparatively small proportion of older men who are footloose.

While the young man has made his successes in every branch of industry and enterprise in California, it is in mining that he is most conspicuous, and it is this field of operation that holds the greatest opportunities for the future. This magazine recounts the careers of many successful mining men; but few individual careers more aptly reflect the possibilities offered to men of conservative ideas and business insight than that of Carl F. Schader. He is not one of those whose success has been meteoric and dramatic, as is the case of the poor prospector digging his millions from the grass roots. His success has been that of a young man who has risen through his ability to recognize and grasp opportunities—a subtle faculty, precedent to the executive capacity, use of opportunity develops.

CARL F. SCHADER.

Carl F. Schader's parents were among the pioneers of Arkansas, his father, a German by birth, having arrived there in the year 1840 at a time when the State was little more than a wilderness. Later in life he removed to Little Rock, where his son Carl was born, on March 23, 1870. Raised in the home atmosphere of his native place, the lad had instilled into his every fibre those elements of honesty, thrift and industry which were to count so much for him in his future career. His early education was received in the excellent public schools of his native city, and was later supplemented by a course in the Little Rock Commercial College, from which institution he graduated at an early age. Almost immediately after completing his course of study at the business college, Mr. Schader, then a youth of 17 years, but imbued with an ambition to win laurels in broader fields than afforded by his native State, came to California in 1887, where he was connected with the engineering department of the Santa Fé Railroad for some time, serving under Engineers W. C. Trumbull and M. B. Terras. Mr. Schader was a member of the engineering corps that made the surveys of the railroad from Los Angeles to Anaheim, Los Angeles to Ballona, Perris to San Jacinto and Elsinore, Pacific Beach to Moreno, and other work along the lines of the great Santa Fé system. During all this time he was studying and combining his study with practical field experience, so that, when in 1888 he was offered a position as assistant engineer to P. J. Flynn in United States government surveys at Santa Monica and vicinity, he was well qualified to undertake the responsibilities of the position. For a long time he was engaged in government work in the vicinity of Santa Monica and the Soldiers' Home, becoming thoroughly conversant with the country in that section.

After the boom in Southern California ended, there being very little work in the engineering field in this vicinity, and being desirous of remaining in Southern California, Mr. Schader entered the mercantile business in Santa Monica, and was one of the leading and most successful business men of that place for a number of years. During this time Mr. Schader married Miss Nellie Elliott of Santa Monica, and now has two sons, Carl J. and Fred P.

In 1895, becoming impressed with the greater possibilities afforded in the mining circles of the Southwest, Mr. Schader took up the mining branch of engineering, and since that time has been a most active worker along those lines, and is now a member of the American Institute of Mining Engineers. With a desire to have a thorough and practical knowledge of the subject, Mr. Schader took courses in assaying and metallurgy, etc., so that he might be competent to pass upon indications that the uninitiated would not notice. A feature of his work at this time, and one in which he takes pardonable pride and counts of no little value to him, is the practical experience he obtained by going to work with pick and drill as a common miner and working his way up to superintendent, thereby acquiring an invaluable practical knowledge of mining. With the object of further acquainting himself with the treatment of ores he secured employment in smelting, mining and concentrating plants, where he familiarized himself with the different processes employed in the treatment and reduction of ores.

After a number of years of study and work he became

recognized as one of the most competent authorities on desert properties in this section, and in 1901 was made general manager of the German-American Mining Company's property in Mohave county, Ariz. He opened the property up to its present successful condition and enjoys the distinction of being the first large operator in the now famous San Francisco Mining district of Mohave county, Ariz., in which are located the Gold Roads and Leland mines.

In 1902, Mr. Schader, in association with Mr. T. A. Johnson, formerly of St. Louis, where he was identified with large smelting and lead mining interests now owned and operated by the Guggenheims of New York, formed the firm of Schader-Johnson Co., and organized the well-known Nevada-Keystone Mining Company, Mr. Schader being elected general manager and Mr. Johnson secretary. The story of the development of the Nevada-Keystone is one of continued success from the incorporation of the company in May of 1902. Despite the fact that the mine had formerly been a producer and had $380,000 to its credit, predictions were freely made that it was "worked out." Mr. Schader, after a careful examination, became convinced of the possibilities of great production under modern methods of mining and milling, and the record of gold-bullion shipments of over $100,000 under his management has effectually silenced any further predictions from those who criticised the judgment of the expenditures made. A conservative estimate of the amount of ore in sight today figures up well toward a half million.

At the time the present management came into possession of the property it was equipped with an old mill, which was remodeled, by adding two Huntington mills and a small cyanide plant, with the idea of making it a test mill before going to the expense of building more extensively. With this all-too-limited facility, it has produced an even $100,000 since operating, the greater part of which came from development work and above the 300-foot level. Having demonstrated the success of the undertaking, Mr. Schader is now preparing to have a complete and modern plant erected at the mine. Water will be pumped to it, and the great expense of hauling the ore to the old mill site will be done away with. Everything will be operated by electricity, including the underground hoists, and the mine will also be lighted by electricity. Owing to the expense of hauling to the old mill, over 50,000 tons of low-grade ore and porphyry, averaging $3 per ton, have accumulated upon the dump and are now waiting cyanide treatment. It is expected that the new cyanide plant will be able to treat the ore for about $1 per ton.

The Nevada-Keystone is making history every day, and there will not likely be a time for many years to come when there will not be something new in connection with it. As its development progresses, its possibilities expand, and no man today can prophesy a limit for it as a producer. During the past year the Schader-Johnson Company has been prospecting and developing another gold-mining property in Nye county, Nevada. A feature of the company's method of operating that has been the cause for much favorable comment throughout mining and financial circles is its expenditure of large sums in the development and opening up of properties before offering them to the public, and has thus established a reputation that assures them immediate success in any undertaking that meets with their serious consideration.

RESIDENCE OF CARL F. SCHADER.

Among mining men generally, Mr. Schader is credited with being one of the best-informed men on what is known as the desert mining region. He has devoted the past eight years entirely to study in that field, with the result that there is hardly a mine or prospect in San Bernardino county, Cal.; Mojave county, Ariz., or Lincoln and Nye counties, Nev., that he is not personally acquainted with, having made examinations of most of them.

Besides being the largest stockholder in the German-American Mining Company, Mr. Schader is one of the heaviest individual owners of Nevada-Keystone stock, and is at present general manager of both companies. Besides his mining interests, he is well known in banking and financial circles in Southern California, being vice-president of the Ocean Park Bank, a director of the Merchants National Bank of Santa Monica, and is interested in the Merchants National Bank of Los Angeles. Fraternally he is a Mason and an Odd Fellow, being a Thirty-second degree Scottish Rite Mason.

T. A. JOHNSON.

THE career of T. A. Johnson is one of scores afforded by the West, demonstrating that mining experience is not necessary to mining success, and yet who will gainsay its value in certain channels of mining, where practical knowledge of mineralogy and geology must necessarily be of service? But to successful mining operations mining experience is not always essential. The requisite is neither practical knowledge nor luck; it is business ability, and the mining men who have made the greatest successes in the Southwest are men who have utilized the acumen which reaps reward wherever exercised. Almost without exception men who have applied sound business principles to mining in the Southwest have been rewarded far beyond the possibilities offered in any other field of investment. Such an instance is found in the career of the above-named member of the little colony of successful mining men operating in the Southwest.

T. A. JOHNSON.

It was in the latter '40's that Louis M. Johnson settled in Henry county, Ill., a pioneer in the development of that great State which has given to our country so many able men in all walks of life. Here on the old homestead, in 1864, his son Theodore was born. The lad received instruction in the public schools of Geneseo, Ill., until he had attained fourteen years of age. Ambitions to be self-sustaining, and his tendencies being toward commercial life, he entered the employ, in 1879, of one of the largest mercantile establishments in that portion of the State, operated in connection with the coal mines that were then being worked in Central Illinois. Fortunately for himself, the youth possessed to a remarkable degree those powers of adaptability which, in a country such as Illinois was in the early '80's, constituted one of the surest passports to success, and, indeed, has ever been a prominent factor in the expansion and development of the great western country. Added to this quality was a natural inclination to industry, combined with business tact and strong tenacity of purpose. After six years of loyal service, during which time Mr. Johnson had advanced from an humble clerk to the position of buyer and general manager of the extensive business, he resigned his position to seek new business associations in the banking line. Imbued with the good advice of Horace Greely—"young man, go West"—he started for the frontier in Western Kansas, which at that time had just been thrown open to settlement, and the southern tier of counties was being organized. Many are the amusing and thrilling experiences he relates pertaining to the county-seat warfare of that portion of the country during the disturbed days of early settlement, when county seats and courthouses were moved in a night. Nothing daunted by the crudeness of the conditions, Mr. Johnson remained in the banking business at that point for some time, being advanced successively from book-keeper to assistant cashier and cashier, and later established a branch bank in Stanton county. In 1887, following the long, dry period of 1886-87 he disposed of his interests and together with associates removed to Kansas City, where he assisted in organizing the United States Bank of that place, and at the age of twenty-three was assistant cashier. The bank was subsequently reorganized under the national banking laws and was known as the Aetna National Bank.

For the ensuing three years Mr. Johnson devoted his entire time and attention to the duties imposed upon him in his capacity as assistant cashier, finally disposing of his interests in the bank and removing to St. Louis, in 1890, where he was again identified with financial institutions in various capacities, until 1896, when he first became directly interested in mining to any extent. In that year he became secretary and treasurer of the Missouri Smelting Company, and later assisted in organizing and acted as secretary and treasurer of the Federal Lead Company, whose property was one of the largest in the disseminated lead district of St. Francois county, Missouri. The properties were disposed of to the Guggenheim interests of New York, who have since been conducting operations on the property on a most extensive scale.

To Mr. Johnson belongs the distinction of having assisted in organizing and operating the Missouri Copper Company, a company which owned and operated the only successful copper mines in the State, that is famous for her lead and zinc.

In 1900, still a young man in years, but ripe in experience Mr. Johnson having disposed of his banking and mining interests, determined upon an extended trip through the West. During the year or so occupied in completing the trip he visited the principal mining camps and mines of the West, in-

cluding the famous copper mines of Montana's capital, the gold and silver mines of Idaho, Washington and Oregon, and spent some time in the mining regions of Northern California, before visiting this section of the State. After a trip through Lower California, he returned to Los Angeles, and, in company with Carl F. Schader, made an examination of the Nevada-Keystone properties in Southeastern Nevada. So impressed was he with the opportunities for the investment of capital in the Southwest that he formed a co-partnership with Mr. Schader, under the firm name of the Schader-Johnson Company, and proceeded to develop the mine. Mr. Schader had had a complete technical and practical mining education, and was an acknowledged authority on desert mining, and the combination of talent has proven most auspicious for the development of one of the most promising properties in this section of the Southwest. Shortly after forming their business alliance and having expended sufficient in development work on the Nevada-Keystone to demonstrate that they had a mine, they formed the present company, of which Mr. Johnson is secretary, a position he is eminently qualified to fill after an experience covering nearly twenty years among various banking and financial institutions of the Middle West.

The success of the Nevada-Keystone under the active policy of development inaugurated by the management has been the subject of favorable comment in mining circles throughout the State. With only a test mill to operate and the disadvantage of a seven-mile haul, the company has produced since its incorporation, in July of 1902, over $100,000. Arrangements are now about completed for the erection of a fine modern plant and mill which will be completely equipped with electricity and provided with every facility for the rapid development of the mine, which is the bonanza of Lincoln county, Nevada.

Mr. Johnson is a natural financier, instinctively a business man, of quick and far-reaching calculation. As a result, he is well-to-do. He is a good judge of character; his system and discipline are thorough, and his industry proverbial. He will work night and day when necessary to promote the cause of any interest with which he may be identified. In spite of his great activity, Mr. Johnson is of a modest, retiring nature, and is an amiable, affable gentleman, much esteemed throughout the community in both business and social circles.

RESIDENCE OF OLIVER P. POSEY. A TYPICAL CALIFORNIA HOME.

RESIDENCE OF W. P. DUNHAM, A LOS ANGELES MINING MAN.

C. HENRY THOMPSON.

IN THE distribution of its aureate bounties, the West has been impartial to a remarkable degree. Those who have won wealth in mining represented, before entering this field of enterprise, the entire gamut of condition, and fortune has recognized alike the poor prospector and the man of affairs. Among their number the above name is prominent by virtue of its representing one of the little colony of successful mining men whose reward has been the result of long experience.

C. Henry Thompson is an Ohioan by birth. He received his early education in the schools of his native town, Milan, later taking a course in the High School in Toledo, where he was engaged in the pursuit of his studies, in 1861, when the war broke out. He enlisted with the Fourteenth Ohio Infantry, under command of Col. James B. Stedman, afterward Major-General. Capt. Thompson's active service in the army covered a period of five years lacking eleven days, and twice he received promotion in the line of duty. In the spring of 1863 he was made first-lieutenant of the First United States Colored Artillery, and the following year was promoted to a captaincy in the same regiment. After serving his country for this period of time, he was mustered out, April 5, 1866, and returned to his parents' home in Cleveland

C. HENRY THOMPSON.

Securing an appointment as freight agent for the old Dubuque and Sioux City Railroad, now merged into the Illinois Central system, he remained with the company until it had extended its lines to Fort Dodge, Iowa, resigning to make a trip East in the interest of some private business matters. His first introduction to the West, in the development of which he was destined to take so active a part, was in 1870, shortly after the completion of the Union Pacific Railroad to the Coast.

In 1877 he came to this State to assume charge of the old El Capitan mine, in Nevada county. He remained in complete charge of the property for the ensuing three years, finally resigning to become identified with the new territory just being opened in Colorado, near the vicinity of Leadville. The mine which he accepted the management of was located about twenty miles north of Leadville, in the Eagle River country. Under the system of active development work inaugurated by Capt. Thompson, it was soon placed upon the list of shippers, but unfortunately the railroad was not accessible. Nothing daunted, Capt. Thompson at once opened negotiations for the extension of the Denver and Rio Grande system from its Leadville terminus to the mining district in which he was interested. This was accomplished by one of the finest pieces of railroad engineering ever attempted, and the railroad crossed the Rocky Mountains at an altitude of 10,670 feet, over the famous Tennessee Pass, to the mines of the Eagle River country.

In the year 1881 the captain built and operated a smelter in Summit county, Colorado. While the plant was built primarily for the ores of the Belden mine, a general custom work was done. After getting the plant upon a paying basis, Capt. Thompson disposed of his interest, and shortly after became owner of the old Elgin smelter in Leadville. While on a business trip to New York, he received a telegram from Mr. J. B. Grant, the millionaire smelterman of Colorado, to the effect that a smelter he had been operating in Leadville had burned, and offering the captain $1000 a month for a lease of his plant. The deal was closed by wire, and for the following year the plant was operated by Mr. Grant.

It is not our purpose to follow Capt. Thompson through the dozens of camps which claimed his attention for the ensuing few years. Suffice to say his experience brought him into close touch and personal relations with the most prominent and successful mining operators on the continent. During this time he visited the principal camps of Colorado, Utah, Montana, Idaho, Oregon, Washington and British Columbia, making reports on properties for eastern capitalists and examinations and investments on his own account. Among the business connections he had formed during this period were Gen. Russell A. Alger, former Secretary of War in President McKinley's Cabinet, and other Detroit capitalists. In the spring of '94 he made a trip to British Columbia to examine some properties in which they were interested, among them being the now famous Ironsides, the Stemwinder, the Knob Hill and the Rawhide. He reported that these would prove among the greatest producers of the country, when supplied with railroad transportation and equipped for treating the immense ore bodies. Owing to the total absence of transportation and the uncertainty as to when it could be had, Gen. Alger finally decided not to purchase the property. It was purchased and is now managed by the Minor-Graves syndicate.

The mines lie midway between Greenwood and Grand Forks, and the properties are in a highly developed stage of production. The Northwest, at that time, was attracting mining men from all over the country, and Capt. Thompson, becoming interested in the wonderfully-rich Slocan district, of British Columbia, made Spokane his headquarters for the ensuing ten years. His investments in that district he still

retains, as well as others in various parts of the mining country tributary to Spokane.

The famous old Virtue mine of Baker City, Ore., which in its day had produced millions and been the star mine of the State, had been given up by the owners as practically worked out. Capt. Thompson made an examination of the property on his own account and was so firm in his belief that the mine still contained hidden treasures that he purchased the property from its San Francisco owner, George W. Grayson. After making a series of changes and improvements in the mine, he disposed of it to a Canadian company, composed largely of Toronto men. They are engaged in sinking a new shaft to a depth of 1000 feet, after which a large amount of work is contemplated in opening up the different levels. There is no doubt among well-informed mining men of the Northwest that the Virtue mine can again be placed upon the list of dividend-payers, where she so long held first place.

In the Sumpter district, the captain organized the Bunker Hill Mining Company, disposing of a large share of his interest in the property to a Toronto syndicate, although he still retains an interest in the company. The Bunker Hill consists of the old Bunker Hill, the Lilac and the Myrtle, and owns valuable claims in the richest mineralized zone of the district. Among Spokane's little coterie of successful mining men, Capt. Thompson was always actively energetic. His properties always received the attention they merited, and development was prosecuted vigorously. As a conservative expert on properties his services were in frequent demand, and it was while engaged in reporting on a mine in Sonora, Mex., that he made his first appearance in the section tributary to Los Angeles.

Upon making his home in this city, Capt. Thompson invested generously in both Southern California and Arizona, and spent his money freely in the development of his properties. Among the most recent of his purchases and incorporations may be mentioned that of the Cedar Valley Mining and Smelting Company, whose property is located at Cedar, Mohave county, Arizona. There is a historic old mine among the group of sixteen claims acquired by the company, nine of which are patented. It is the old Arnold mine, known to the old-timers of Arizona because of its remarkable richness during the early days when labor cost $10 a day and supplies had to be hauled in overland. A drive of twenty miles east from Yucca, on the Santa Fé, brings one to the property, which is a flourishing little camp, known to the postal authorities as Cedar, and the postoffice, which is the only one within a radius of twenty miles, is located in the general merchandise store which the company maintains at its mines.

Work on the property is prosecuted through a 250-foot shaft, well equipped with a steam hoisting plant. Development work on the various levels is progressing satisfactorily, and mill returns demonstrate that the owners of the old Arnold mine, operated under the most serious disadvantages, had a bonanza with a wonderful future. The company is operating a fifteen-stamp mill, and an enlargement of the plant is contemplated for the immediate future. Capt. Thompson has many other mining interests in Southern and Lower California and Mexico.

Any properties coming under the influence of his management are rapidly developed, and the interests of all concerned religiously conserved. Capt. Thompson is a man of great executive ability and keen perception, and these qualifications have combined with his sterling integrity to establish a most enviable reputation for him in mining circles throughout the West.

W. W. D. TURNER.

THE men who have made fortunes in the mining regions of the West are striking examples of the possibilities offered in mining, and the great number who have entered the field as investors must stand for the attractive nature of this most alluring of all pursuits. Almost without exception, men who have applied sound business principles to mining have been rewarded far beyond the possibilities offered in any other field of investment. It is, therefore, appropriate to present a brief sketch of the career of the above well-known operator.

Few of the host of Col. Turner's friends will realize that his birth took place sixty-seven years ago in Knox county, Missouri, and here the lad passed his boyhood days and grew to young manhood. Missouri in the early '30's was a frontier State and educational advantages were rare, indeed, but young Turner early determined upon securing a legal education, and with but two terms in the district school to his credit, nothing daunted, entered a law office near his native place and was admitted to the bar after passing the required examination.

Shortly after having received his "sheepskin," he removed to Southwestern Missouri, where he engaged in the practice of his profession. It was while there that he was elected a member of the Missouri State Convention that deposed the Rebel State government and inaugurated a loyal government. Fired with patriotic enthusiasm, he enlisted in the Twentieth Missouri early in '61, and served four years, during which time he was in numerous engagements and saw service in all parts of the South. Step by step he won promotion during the series of campaigns in which he participated, and upon being mustered out at the close of the war, was colonel of the Twentieth Missouri.

In association with an old friend, and later Governor of Louisiana, he commenced the practice of law in New Orleans under the firm name of Turner & Warmoth. The young attorneys were accorded immediate recognition and established themselves in a lucrative practice. Mobile, Alabama, was the next scene of Col. Turner's legal work, and here he remained until the fall of 1877, when, influenced by the greater opportunities then available in the North, he removed to Wisconsin, where he won prominence for his knowledge of the law and for his untiring efforts in behalf of clients. While a resident of Wisconsin he served as a member of the State Legislature and was active in promoting the best interests of the State in many ways.

The year 1885 marked a great migration to the newly developed country opened up by the Northern Pacific Railroad, and Col. Turner, ever alert for opportunities to advance, and realizing that legal difficulties develop early in mining communities, swung his shingle in the little town of Spokane, Washington, on the 26th of September, 1885. Spokane at that time boasted of a population of less than three thousand, but the immensely rich country tributary to it gave promise of a

great future, and time has demonstrated the wisdom of Col. Turner's choice. He was favored with a handsome clientage, and such was his success in mining law suits that business grew beyond his power, and for a number of years he was associated with his brother, United States Senator George Turner, and Geo. M. Forster, in the legal firm of Turner, Forster & Turner, a firm whose reputation was by no means confined to the limits of the State in which it was located.

It was along in 1892 that Col. Turner, in association with his law partner, Col. Patton, Maj. Armstrong, L. F. Williams, Col. Ridpath, and other well-known residents of Spokane, purchased the Leroi mine, situated at Rossland, British Columbia. The Leroi, famous the world over as the big bonanza of the boundary country, was at that time a mere prospect, and was acquired for the sum of $30,000. Its value will best be appreciated when it is announced that seven years later the owners disposed of it for practically $4,000,000. As a history maker there has been no equal to it in the British possessions north of us. F. August Heinze, the Montana copper king, secured a contract to treat 75,000 tons of its ores, and to accomplish it built the celebrated Trail Creek smelter on the Columbia River, seven miles from the mine, and connected the two with a railroad that for engineering triumphs exceeded anything noticeable upon the Canadian Pacific. After the expiration of this contract with Mr. Heinze, the management of the Leroi erected its own smelters at Northport, Washington, where the ores of the mines are treated today.

COL. W. W. D. TURNER.

After disposing of his interest in the famous Leroi, and his other mining properties in the Northwest, Col. Turner, in association with his brother, the Senator, turned his attention to the building of the Yellowstone Park Railroad in Montana. He made his home at Bozeman, Montana, for five years, and devoted the greater portion of his time to the construction and operation of the road, which leaves the main line of the Northern Pacific about 100 miles east of Helena and runs southeast to immense deposits of coal which are now being marketed in Butte, Great Falls, Anaconda and many other smelting centers of the great copper State. The Amalgamated Copper Company has been operating a 100-ton coking plant on the line of the road with such success that a new plant of equal capacity is now being constructed at the town of Storrs.

Having retired from the practice of law to attend to the numerous details of his other extensive interests, Col. Turner for the past five years has been spending the winters in Los Angeles, and since 1901 has made his home here. Although he intended to retire from further mining business, he has made liberal investments in city realty, and is upon the directorate of the Broadway Bank and Trust Company. Recently he has become interested in some Arizona properties which have been incorporated under the title of the Cedar Valley Mining and Smelting Company. The property consists of some twenty claims in Mojave county, Arizona, some twenty-three miles from Yucca, a station on the main line of the Santa Fé system. The mines are old producers, and the ores average high. Formerly they were worked when labor cost $10 a day, and everything else was in proportion. With improved facilities and modern methods the properties have a bright future before them. As president of the company, Col. Turner will bring to the corporation a wealth of mining lore and legal knowledge that will auger well for the rapid development of the mines. Immense sums are now being expended in opening up the property, twenty-five miles of road have been built from the railroad to the mines, and new and improved machinery installed for the mining and milling of the ores. Assay returns are highly satisfactory, and with ample capital at its disposal the management is prosecuting work most actively. Col. Turner's mining investments in the Southwest have been made judiciously and only after careful investigation of the merits of a proposition. His experience in mining has been extended over a period of nearly twenty years and brought him in close association with many of the most successful operators of the West, of whom he is one. Success has attended the Colonel in his mining ventures for the past twenty years, and the measure of his success may be attributed to meritorious effort. Perseverance, patience and tenacity of purpose have forced fickle Dame Fortune to smile upon him.

Col. Turner attributes his success in life to hard work, and at the age of sixty-seven he enjoys a vigorous manhood which well befits the part he has taken in the development of the West.

Col. W. W. D. Turner, like many other Colorado, Montana and Western mining men, has been attracted to Los Angeles by the geniality of its climate. Coming here with the desire to spend his time in the enjoyment of a well-earned rest after forty years of practice before the bar in many parts of the United States, Col. Turner has taken advantage of the opportunities awaiting the investor in this section and has re-entered active life. He has a beautiful home on West Adams street, in one of the most exclusive residence sections of Los Angeles. The grounds are among the most attractive in the city, and are laid out with a wealth of tropical and semi-tropical plants and shrubs.

RESIDENCE OF C. HENRY THOMPSON.

RESIDENCE OF W. W. D. TURNER.

RESIDENCE OF F. C. FENNER.

HENRY JOHN WOOLLACOTT.

HENRY J. WOOLLACOTT was born in Salt Lake City in 1858. His parents were among the little band of pioneers who emigrated to Utah during the early '50's from England. His father was a stone cutter by trade, and young Woollacott's boyhood was spent like that of most boys of that time. After reaching his twelfth year the lad never had the advantages or opportunities of further schooling except in the greatest of all schools presided over by Experience — from her he learned the lesson well. Having reached the age of twelve, he secured employment in the retail grocery department of the Walker Brothers' immense general merchandise store in his native city, receiving the sum of $3 a week as compensation. He remained with the firm for over

HENRY JOHN WOOLLACOTT.

five years, during which time he was transferred to the liquor department and received better wages. He learned the business thoroughly. In 1876, when he had just passed his eighteenth birthday, young Woollacott, ever alert for an opportunity to better his condition, decided to come to Los Angeles, then a little Spanish town of less than 6000 population, but showing signs of an awakening that was to arouse the favorable comment of all parts of the world. With a capital of $20 cash he immediately looked about for employment in the vocation in which he had served so faithful an apprenticeship. His quest was gratified by securing a position with Alex. McKenzie at the monthly wage of $50. Mr. Woollacott remained in the employ of Mr. McKenzie for the ensuing four years, when he embarked in business upon his own account, at the age of twenty-two. The time honored house of H. J. Woollacott enjoys the distinction of being the only business house in this city that has continued under one ownership and management for a period of twenty-three years; while a feature that is worthy of comment and one in which Mr. Woollacott takes a pardonable pride is the fact that his wholesale liquor business has been conducted as quietly and unoffensively as that of any other reputable house in the city. The business of the establishment grew from its very incipiency, and for the quarter of a century that it has been in existence has built up a trade that extends not only throughout the southern portion of the State, but throughout adjacent and Eastern States as well.

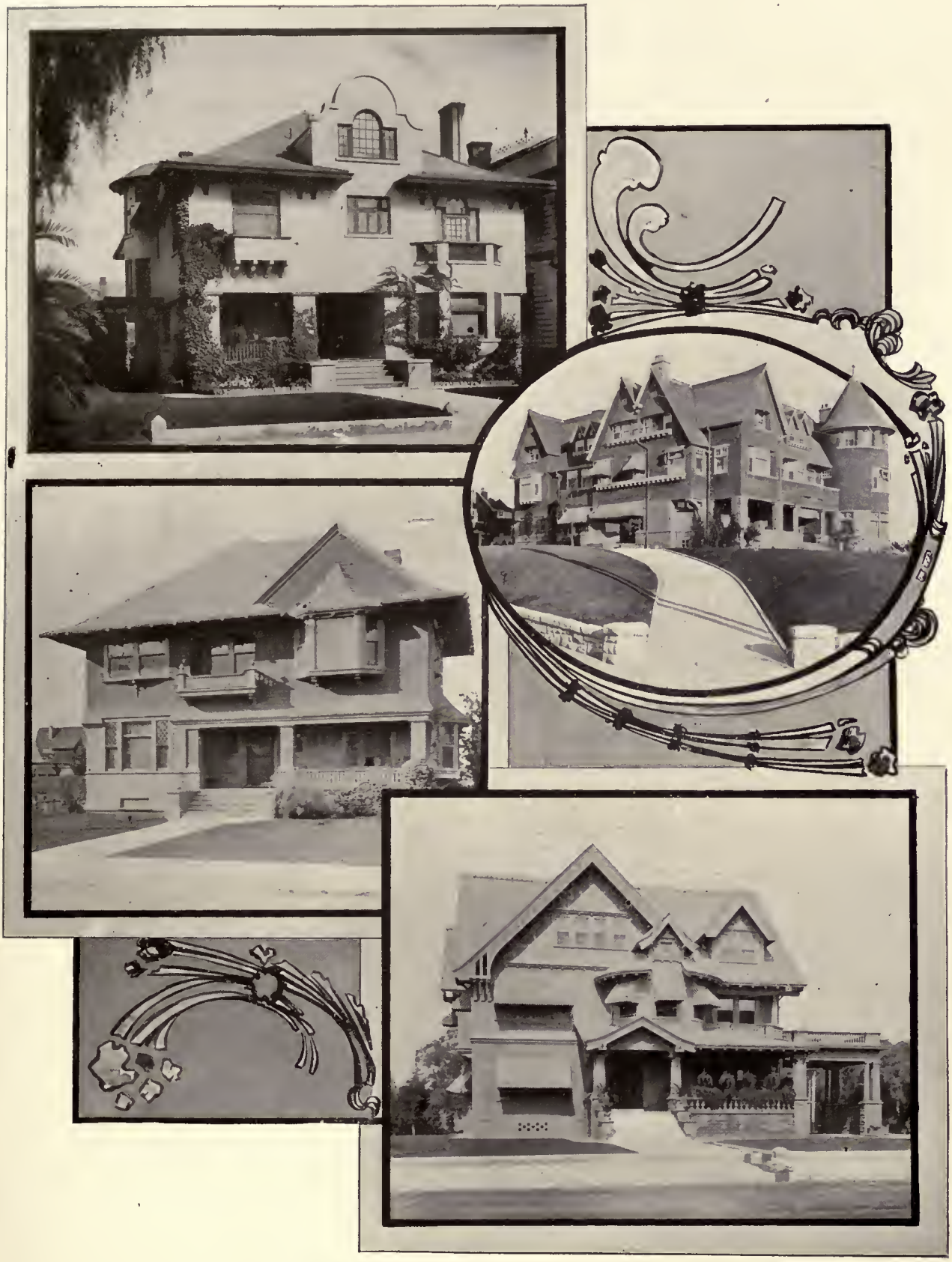
For sixteen years Mr. Woollacott gave his undivided time and attention to the upbuilding of the business and establishing the enviable reputation his brands of wines have won. In 1889 Mr. Woollacott was associated with the original organizers and founders of the State Loan and Trust Company. In 1896, after having served upon the board of directors since the organization of the bank, and as both second and first vice-presidents, Mr. Woollacott was tendered the presidency, which he accepted and has held ever since, devoting his undivided attention to the duties imposed by the responsibilities of the office. Aside from being the head of the State Bank and Trust Company, Mr. Woollacott enjoys the distinction of being the only one of the original incorporators of the bank still connected with it in an official capacity.

When but a young man in his twenties he became impressed with the future of the city, and made a number of judicious investments which serve to show his faculty for looking into the future. One instance will serve as an illustration of his method of operating. In 1883 he purchased property at the corner of Sixth and Spring streets for $1400, selling it five years later for nearly $20,000, and immediately invested that amount in Spring street property between Second and Third, which now could not be purchased for $150,000. Mr. Woollacott relates his first experiences in Los Angeles, when as a boy he worked for $50 a month, making it a rule to save $42 every month, and letting that out at interest. The result was inevitable — a merchant at twenty-two, and a bank president at thirty-eight.

Aside from his mercantile and banking interests he is connected with the California Warehouse Company as treasurer and director, and has done much to advance its interests. In the oil fields he is treasurer of the Western Union Oil Company. The company owns valuable property in the Santa Maria district, and under the present able management development work is progressing rapidly and satisfactorily. The Butte Lode Mining Company, of the famous Randsburg camp, is one of the mining companies in which Mr. Woollacott displays the most active interest. This young bonanza has paid dividends of fifty cents a share for the twenty-eight months preceding the labor disturbance of 1903 at Randsburg, and a continuance of this remarkable record followed its settlement.

Often the best test of business sagacity is shown by the ability to grasp an opportunity which may seem to others hazardous, and to bring it to a successful issue. This rare and unmistakable talent is possessed to a remarkable degree by Mr. Woollacott, if we are to judge from the success which has attended the efforts of the poor boy who came to Los Angeles but a few short years ago, and has gained the confidence of the public in all his business relations, and a universal respect for his unqualified success, and esteem for the manner in which it has contributed to the development of the city's prosperity.

SOME ATTRACTIVE HOMES IN LOS ANGELES.



W. C. PATTERSON'S RESIDENCE.
E. P. CLARK'S RESIDENCE.

I. N. VAN NUYS' RESIDENCE.
KASPARE COHN'S RESIDENCE.

MRS. R. O. BUTTERFIELD.

WHILE California first won distinction as a gold-producing State, and has since maintained her reputation as a producer of the precious metal, it is not alone from this mineral that her source of wealth is derived. Until within the past few years comparatively little was known of the lepidolite mines of San Diego county, but today they have been sufficiently exploited and developed to have aroused the interest of capital and mining men in various parts of the United States. A brief recital of the discovery and development of the lepidolite mines near the historic old Mission Indian town of Pala, in San Diego county, touches upon the life and career of Mrs. R. O. Butterfield, one who has been among the most energetic and active workers in San Diego for the past seventeen years.

Mrs. R. O. Butterfield has been so intimately connected with the best interests of San Diego for so many years that doubtless many may think her a western woman. A western woman she most certainly is, but not by birth. She owes her nativity to Cleveland, Ohio, where she was brought up surrounded with every advantage, educational and otherwise. A keen student of human nature, Mrs. Butterfield has profited by her powers of observation, and today possesses a happy faculty for gathering about her men and women of character and worth. Always an extensive traveler—and travel is a great educator—Mrs. Butterfield first became interested in the Pacific Coast and its great natural resources early in the spring of 1887. Together with associates she conceived the idea of colonizing thousands of acres of the rich and fertile soil of Lower California.

MRS. R. O. BUTTERFIELD.

A company was formed under the corporate title of "The International Company," and large land grants were secured from the Mexican government which stretched along the coast of Lower California for many miles. Mrs. Butterfield acted as agent for the company and purchased in her own right a large tract of land which she brought under cultivation through the building of immense irrigation canals. Colonists were brought over from European countries, and Mrs. Butterfield's indefatigable efforts and energy were so well directed that when the plans were consummated over 210 colonists had been brought into that region through her individual efforts.

After so successful a campaign in Lower California, and having made San Diego her headquarters during this period of time, it was quite natural that Mrs. Butterfield should have become interested in that most alluring of pursuits — mining. Her first ventures in Arizona, just across the river from San Diego county, proved successful, and the Arizona Giant Company that was organized proved one of the most productive properties in that mining district. Disastrous litigation during a number of years has greatly retarded its development, but few properties of equal age can show a more gratifying result than that found in the assay returns and records of the Arizona Giant Copper Company.

Since first she cast her fortunes with San Diego, more than seventeen years ago, Mrs. Butterfield has been one of the staunchest and most loyal supporters of the resources of the Bay City. She has invested her means freely in the development of the various industries that have appealed to her, and has not turned a deaf ear to a plea for anything designed for the public weal.

About four years ago Mrs. Butterfield had her attention called to the possibilities offered investors in lepidolite deposits near Mesa Grande, in San Diego county. The careful and thorough investigation she made of the properties convinced her of its merits, and she immediately began to acquire land in the vicinity by both purchase and locating. A company has recently been formed for the purpose of developing the mines, with Mrs. Butterfield as a director. Under the active and progressive policy which characterizes any enterprise arousing Mrs. Butterfield's favorable consideration, it can safely be stated that the lepidolite mines of San Diego county will soon be attracting the attention of the mining men of the West.

San Diego owes much to the energetic personality of Mrs. Butterfield, who has invested not only her own means, but interested eastern capitalists in the development of the great natural and mineral resources of Lower California, Arizona, and San Diego county.

While Mrs. Butterfield's time is necessarily much given up to the many business enterprises with which she is identified, she finds time to make and retain many social acquaintances, both at her San Diego home and in eastern cities, where she spends not a little of her time.

Sources of Power for Our Industries

By G. W. BURTON.

FROM time immemorial the presence of petroleum in California has been a well-known fact. The Spanish invaders found the exudations of crude oil at many points. It was as thick as soft pitch on the top of the ground where the liquid elements had evaporated. These early Spanish settlers called it brea, and used it for many purposes, as covering roofs of their houses and making court yards about their homes and sidewalks, by mixing it with gravel. The first American settlers made similar use of the deposit.

About 1865 some Los Angeles and Santa Barbara people conceived the idea of boring for crude oil, and selected the Camulos Rancho, belonging to the Del Valle family and situated in what is now the eastern portion of Ventura county, then part of Santa Barbara county, as the scene of their operations. Among those engaged in this enterprise were Cameron E. Thom, Stephen H. Mott and William R. Rowland, all still living, and enterprising citizens of Los Angeles, and Hon. Robert Y. Hayne, of Santa Barbara. The stock of this company was put on the market and sold to many citizens of the State. Many thousands of dollars were expended in the search for oil, but the effort was in vain. Yet, the territory selected was on the edge of fine oil-producing lands.

WM. R. ROWLAND.

About 1875 oil was observed on the Newhall ranch, about twenty-five miles north of Los Angeles, in Pico Cañon. Chas. N. Felton, afterward Senator of the United States, was induced to join in an attempt to reach this oil. Well after well was bored, but each proved to be a "dry hole." Mr. Felton, with matchless courage, poured thousand after thousand of his money into the search, and at last was rewarded by a well producing a satisfactory amount of fine, light-gravity oil. The vein was discovered and many wells were sunk, each giving good returns, and the Pacific Oil Company became a successful venture.

In 1880 the late William Lacy of Los Angeles joined William R. Rowland, owner of the Puente Rancho, in the eastern part of Los Angeles county, to bore for oil in the Puente hills. It was new business in California, and only by costly experiments and persistence was success possible. The first wells were bored in the bottom of a cañon and were shallow, small producers of very heavy oil. As holes were sunk further up the hillsides better producers of lighter oil were found, and the Puente Oil Company became a large producer and a successful venture.

Little further progress in the industry was made during the next ten years. Oil outcroppings were more or less numerous from the extreme northwestern corner of the State along the Coast Range mountains in a southeasterly direction to the Mexican

border. Many such outcroppings were known to exist in Santa Cruz and in San Luis Obispo counties. Inside the city of Los Angeles beds of brea and other signs of oil existed, but no effort was made to develop this deposit until nearly 1890. Right in the center of the city, near a small park known as the Second-street Park, such signs were abundant. Here the late Joseph Bayer put down a well, and found a small producer of heavy oil. He followed up this by other wells, and before his death he had over $60,000 invested in the small producing wells found in the district. E. L. Doheny, an oil expert from Pennsylvania, who was of oil, and is producing a good deal at the present time. Few of the first wells, although bored fifteen years ago, have failed to yield entirely.

Some time before the development of the Los Angeles field was attempted, the Union Oil Company, under the inspiration of Lyman Stewart of Los Angeles and Thomas R. Bard of Ventura, now United States Senator, began to bore for oil in Torry Cañon and other places in the mountains of Ventura county, near where the first attempt made to find oil in the State failed. By persevering efforts and with great expense the oil was reached. The ground was hard

THE OIL FIELDS AT SUMMERLAND.

here more by chance than design, saw what was being done, and secured some lots and put down several of these shallow wells, producing two to three and up to five or more barrels of heavy oil a day. This Los Angeles city field from these small beginnings has gone on until now it reaches from the east-central part of the city westerly to the city limits, and goes on into the country ten or twelve miles to the Cahuenga hills, where the Sherman Oil Company has some fairly good wells. The belt is about half a mile wide at most. This belt has produced a great deal and the oil lay as deep as 2700 feet below the surface. This is now generally known as Sespe district, and it is a large producer today. The oil is mostly like that of the Pico Cañon, light, and is generally used for refining. A pipe line has been laid to the ocean, and at one time a steamer, specially constructed for oil carrying, was owned by a company attached to the Union Oil Company.

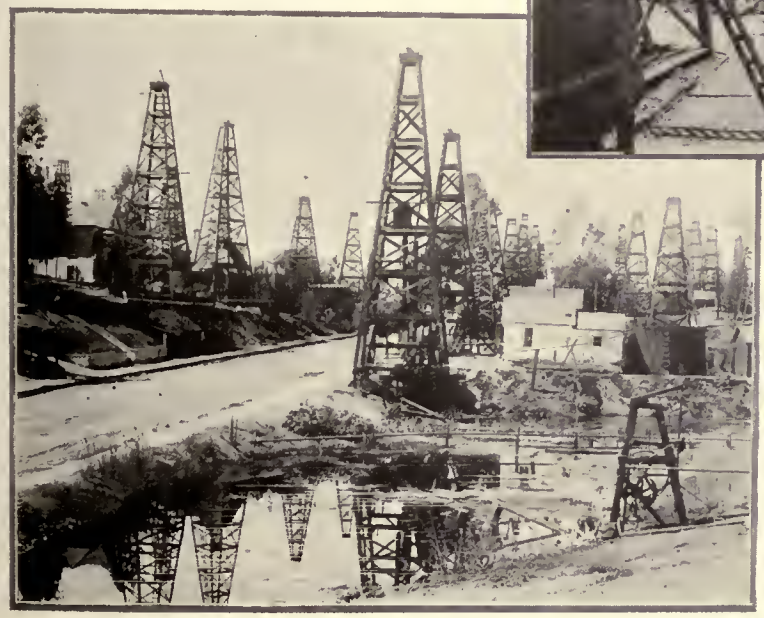
The next field developed was the Whittier field, some twelve to fifteen miles easterly from Los Angeles city, and extending in a generally easterly direction

into Orange county, going through Fullerton and on to near the Santa Ana River. This field is on the south slope of the same hills in which the Puente field is on the north slope. The Santa Fé Railway Company secured a large slice of territory on the Olinda Rancho, in the extreme easterly end of this territory, and did energetic development work in that field. The oil is very light, and much is sold to the Standard Oil Company to be refined near San Francisco. The Santa Fé Company intended the oil for fuel on the engines used by the road, but finds it an economy to sell the light oil at over $1 per barrel, and buy heavy oil in other fields, where such oil has been procurable as low as 10 cents per barrel. It is probable that the Santa Fé in this way has the cheapest fuel of any railroad in the country. Some wells in this Fullerton field have cost a great deal to bore. One operator is reported to have put $21,000 in one hole before he reached the oil.

Simultaneously with the development of the Los Angeles and Fullerton fields, operations were begun in Kern county, near Bakersfield. This district is now the heaviest producer in the State, yielding much more than all other fields put together. Fresno is also a large producer, the Coalinga field being one of the best in the State. In this field the chances connected with such enterprises are well illustrated. The late William Lacy and his associate, William R. Rowland, spent a considerable sum of money searching for oil in the Coalinga field, and found nothing. A few years later, Charles A. Canfield and Joseph Chanslor went into the same field and struck oil, but not until they had spent a good of money. They could now come out of the field with a large fortune.

The last field developed is that in the northern part of Santa Barbara county, around Santa Maria and Lompoc. It is a rich field, and will make very rich men of the syndicate, mostly Los Angeles men, who own it.

Such, in brief, is the history of oil development in the State of California. It is a total of less than thirty years since the first producing well was found. For the first ten years the production was not large. The product by years is given below.



THE OIL FIELDS IN THE CITY OF LOS ANGELES.

Today the Standard Oil Company and the two railroads, the Southern Pacific and the Santa Fé, control a large proportion of all the product of the State. The Standard Oil Company has a pipe line over 300 miles in length from the Kern county district to Point Richmond, near San Francisco, by which the oil is taken to the refinery. There are pumping plants all along the line at intervals, as the land is almost level over a great deal of the course. The heavy gravity of the oil complicates the task of conveying it so far.

The Standard Oil Company, as already stated, takes a large part of all the production of the State. The two great railroad companies take another large portion of it. These roads have either purchased territory and put down wells, or they have bought territory already developed. The Santa Fé recently purchased territory which cost over $1,000,000. Coal was costing the railroads as high as $7 per ton before

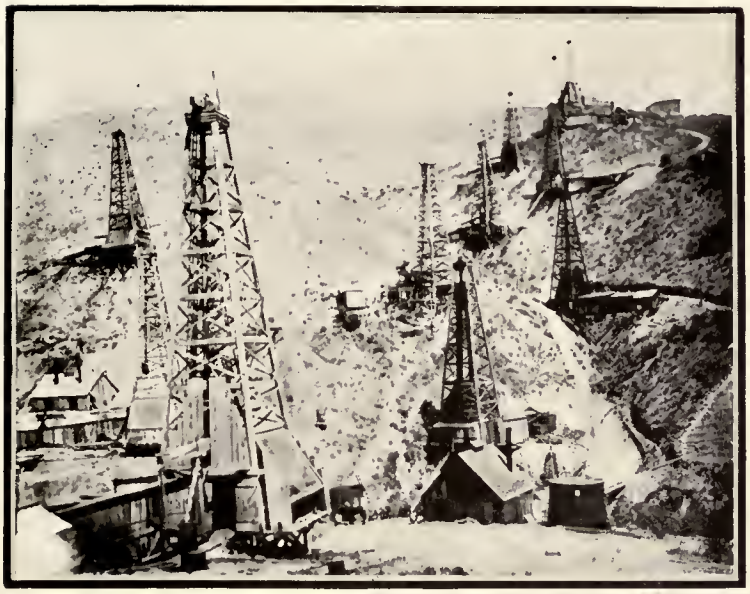
oil was discovered. This coal came from Australia, British Columbia, the State of Washington and even from Europe. Tests were made of the comparative value of coal and oil. Tests have proved that one pound of California petroleum on a passenger locomotive evaporated 10.96 pounds of water from and at 212 deg. F., as compared with 7.14 pounds of water under like conditions evaporated by one pound bituminous coal. This is rather below the results attained by other tests, which, in many cases, show that from three and one-fourth to three and one-half barrels of petroleum did the work of one ton of coal. An evaporation test recently made by the Southern Pacific Company gives further evidence of the superiority of oil. The time of the test was nine and one-half hours. In this time 41,515 pounds of water were evaporated by 5852 pounds of soft coal, or the pounds of water per pound of coal was 7.09. During the same time, 3988 pounds of oil, which was equal to 5987 pounds of coal, evaporated 47,529 pounds of water, or the pounds of water per pound of oil was 11.9. As it requires, according to practical tests, on an average of 1000 gallons, or twenty-four barrels, of oil for every hundred miles a train is hauled, compared with five tons of coal, the saving on that distance, by using oil at 50 cents a barrel, ranges from $16 to $20. The actual price of the fuel, however, is not the only saving. Actual tests have shown that it possesses other advantages over coal. Besides reducing the wear and tear on tenders by reason of less weight carried on a single trip, it reduces the work of fire cleaning and handling of ashes at terminals. On the Southern Pacific system coal is to be abandoned absolutely, and the company is now practically on an oil basis. Its saving annually on its fuel bill is said to be close to $4,000,000.

The Santa Fé is also a heavy consumer of oil, and is steadily increasing the number of its oil-burning locomotives. On the coast division of this line over $350,000, it is said, was saved last year over the cost of coal. During the past year, the railroads consumed, as near as can be estimated, fully 10,000,000 barrels.

Next to the railroads, the largest consumers of crude oil are the refineries, of which there are forty in operation in the State. The largest is that of the Standard Oil Company at Point Richmond, near San Francisco. This has a capacity of 2000 barrels a day. There are several refineries in the Kern district and several others in Los Angeles city. The base of the California petroleum is asphalt, and this by-product of the refineries is the most important. It is shipped to many points in the United States, where it is used in street paving, roofing and other ways. The residuum of the refineries is used also in making printers' ink, and asphalt is used in coating water pipes used in irrigating. An excellent point is also made of the by-product of the refineries. Recently the application of heavy crude oil in road-making has attracted much attention. The crude oil coalesces with the clay and gravel of the roads, forming a thick coat, which, after two or three applications, becomes so hard that it lasts some time. There is no dust in such roads. The railroads have learned to use crude oil on their rights of way between tracks for the same purpose of laying the dust. Railroad travel in California is made very comfortable by this means.

THE UNION CONSOLIDATED OIL AND REFINERY COMPANY'S PLANT, LOS ANGELES.

The development of oil has had a very important bearing on manufacturing in California, and most of all in Los Angeles. The cost of coal used to make manufacturing here prohibitive. Coal here cost the manufacturer from $7 to $11 per ton. Eastern competitors got their coal at $1.50 to $3 per ton. At first



LOOKING SOUTHEAST FROM CENTRAL FIELD.

there was much difficulty experienced in burning the crude oil, but persevering experiments resulted in appliances which burn it perfectly. At 50 cents to even $1 per barrel, crude oil is as cheap here as coal is at the East. Hence, many manufacturing enterprises have been successfully established here, and they are being added to from time to time.

Cheap crude oil has been a most important thing to the fruit growers of Southern California. The rainfall here has been rather deficient in this section nearly every year in the last ten. The irrigating streams and artesian wells have run low, and irrigators have been forced to seek new supplies. This has been done in the way of finding surface wells in many places. Pumping plants have been installed at these wells and abundant water produced at very low cost.

Before the development of an abundant supply of crude oil, the importation of foreign coal into California amounted to as much as 2,000,000 tons some years. At $6 per ton, the import cost of this was

LOOKING NORTHWEST.

CENTRAL OIL COMPANY'S STORAGE TANKS AT LOS NIETOS, CAL.

$12,000,000. This large sum of money is practically all kept in the State now.

New uses for crude oil are continually coming into being. Ocean-going steamers have experimented in the use of oil, and with good success. Of course, the trouble here would be the obtaining of a supply of crude oil at the out-port for the return voyage, and to carry enough for the round-trip on a long voyage would not be easy.

Supply and demand have not been steady in the twenty-five years of the history of the industry. At times there has not been enough to go round. At other times there has been twice as much

as there was a market for. The price naturally has fluctuated from $3 a barrel in some localities at times to 10 cents in others, at others. This caused much fluctuation in the production. Up to the close of 1902 the whole amount of the petroleum product of California from the time when mining began in the State is placed at 39,680,217 barrels, representing a total value of $27,067,997. The consumption in 1876 was 12,000 barrels, which represented the total production for that year. Los Angeles county contributed most of this oil, and it was not until 1891 that oil-bearing strata were uncovered in the city of Los Angeles sufficient to cause an important increase in the production, a total of 99,682 barrels. But it was in 1888 when the height of the early development was reached, and in that year 690,000 barrels of oil were consumed in the State as a whole. Several years of decadence intervened, and in 1889 the consumption dropped to 303,200 barrels. Little change was recorded until 1893, when the total output aggregated 470,179 barrels. The discovery of new fields in Kern county and in Santa Barbara really marked the birth of a new industry. These fields in 1894 began to contribute, and in that year the consumption amounted to 705,969 barrels. It is interesting to note the remarkable advancement that followed. Investors and speculators rushed in, and an oil boom swept over the State. Great increase in the consumption of oil followed, the consumption growing from 1,208,482 barrels in 1895 to 4,329,950 barrels in 1900. In 1901 the consumption reached 7,710,315 barrels, and in 1902 the oil-producing territory of California contributed 14,356,910 barrels of crude petroleum. The last year the output is estimated at 25,000,000 barrels, of a value of $12,500,000, or an average of a little more than 50 cents per barrel. The facts here presented show that during the last year or two consumption has much more than outrun the output, using up all the accumulation of the previous years, when the opposite condition prevailed. The large amount taken by the railroads and the presence of the Standard Oil Company in the State as a refiner, seem to insure a steady market for all the oil at all likely to be produced for some years to come.

Among the large users of crude oil in the State are the five large sugar factories. This led the sugar-makers of the Hawaiian Islands to use petroleum instead of coal. While steamers bound on long voyages do not use oil, and while many coastwise steamers will continue to use coal obtained in British Columbia and Washington, the steamers plying between San Francisco and Honolulu are using oil. These take down crude oil for the sugar factories and bring back cargoes of sugar. The use of oil on roads is only at its beginning. It is pretty sure to grow while oil can be had at present prices. With the growth of population on the Pacific Coast and of trade between here and China and Japan, manufacturing enterprises must grow apace. Each new plant will create a demand for more crude oil. In a year or two the harbor at San Pedro will be completed, and the Salt Lake road will be in operation. The result is sure to be a great revival of shipping at the old embarcadero of the caballeros. The oil deposits of California are said by experts to be only touched. For many years to come new development seems a necessity of the existing conditions.

At the present time, there are sixteen fields in the six districts noted below, where development is going on. There are a total of 2750 wells in these fields. They vary from a few feet deep to 2700 feet, and a well of 3000 feet is now being sunk in the Santa Maria field. These wells, from the estimate made for 1903, seem to be producing an average of about 9000 barrels a year each. Some of them produce less than 500 barrels a year. Most of them have to be pumped. But many of them are great producers, which require little or no pumping.. One well in the Kern district is said to have produced oil of the value of $250,000 in four months. One in the Coalinga field is reported to have put $5,000,000 in the pockets of its owners in a few years. Nearly every man who has gone into the oil business in California has made money. Perhaps in no industry in the country has there been so few failures to make money.

There are many points of minor interest in the California oil industry. The gravity varies very much, some being 8 degrees gravity and some 45 degrees. Some of the shallow wells yield oil so thick it is almost asphalt, and the product of some is a light-green oil almost like manufactured product.

The insurance companies are interested in the use of oil as fuel. In San Francisco there are said to be as many as 300 factories, large and small using crude oil as fuel. A year ago an effort was made to force through the State Legislature a bill forbidding the use of oil unless it was so prepared as to yield a very high-flash test. In the discussion of this subject in committee the insurance companies showed that since the use of oil as fuel had become general in San Francisco factories, the fire losses were much lower than had been the case when coal had been the usual fuel. The average reduction of fire loss was $378,000 per year. The fire record in Los Angeles shows similar results.

The general public has much interest in the oil industry. The stimulation cheap fuel has given to manufacturing here has benefited not only the thousands of people employed in such industries, but has an intimate bearing on the general business of the city.

Employés must have homes to live in, and they must spend their earnings at stores of all kinds in the city. The money paid the wage-earner is seldom hoarded. It is nearly all spent as fast as it comes. Unfortunately, it is too often spent before it is earned. These Los Angeles factories now use 250,000 barrels of oil a month. This includes the oil used at refineries. The promise of the future is almost unlimited. There is

BORING FOR OIL.

no reason why, with cheap fuel, with an inexhaustible supply of the best iron ore in the world, easily accessible to this city, with a fine harbor at the gates of the city and with the markets of the Orient, and of all the American coast north and south, nearer to this point than to any other, the manufacturing should not grow rapidly. Los Angeles lies nearer the southern cotton fields and nearer the oriental markets for cotton goods than any other point. Cotton factories ought to be possible here.

Thus, looked at from any point of view, the fact is forced on the mind that the future of the California oil industry is something all but impossible to overestimate. It is not an iridescent dream to guess that before many years pass, the production of crude oil in this State will reach a total of 50,000,000 barrels. Large fortunes have been made in the business. Large fortunes will continue to be made in it.

Since 1887 the annual production has been as follows, being the official figures of the State Mining Bureau on Petroleum:

	BARRELS.	VALUE.
1887	678,572	$1,357,144
1888	690,333	1,380,666
1889	303,220	368,048
1890	307,360	384,200
1891	323,600	401,264
1892	385,049	561,333
1893	470,179	608,092
1894	783,078	1,064,521
1895	1,245,339	1,000,235
1896	1,257,780	1,180,793
1897	1,911,569	1,918,269
1898	2,249,088	2,376,420
1899	2,677,875	2,600,793
1900	4,329,950	4,152,928
1901	7,710,315	2,961,102
1902	14,356,910	4,692,189
*1903	25,000,000	12,500,000

*Estimated.

Surely the exhibit here made is an inspiring one.

By districts for the year 1902, the yield was as follows:

	BARRELS.	VALUE.
1. Los Angeles	2,198,496	$1,075,868
2. Kern	9,777,948	1,955,585
3. Fresno	571,233	199,931
4. Orange	1,103,793	824,492
5. Santa Barbara	230,440	181,313
6. Ventura	475,000	455,000
	14,356,910	$4,692,189

1. Los Angeles City, Whittier, Newhall, Puente.
2. Kern River, Sunset, Midway, McKittrick.
3. Coalinga.
4. Fullerton, Brea Cañon.
5. Summerland, Santa Maria, Lompoc.
6. Santa Paula, Sespe Cañon, etc.

In the two tables presented above, much difference will be noted in the price of the oil. This is due to the varying quality, or gravity, of the product, and to the remoteness of the field from the market.

CENTRAL OIL COMPANY, OF LOS ANGELES.

ONE of the most remarkable features of development in Los Angeles county and Southern California during the past few years has been the greatly increased production of petroleum. For a quarter of a century petroleum has been produced on a limited scale in Los Angeles and Ventura counties, but it is only within the past few years, since the discovery of a rich field within the city limits of Los Angeles, that the industry has assumed great importance. Today the petroleum industry of Southern California is attracting the attention of capitalists throughout the country. While development has been extended into other counties, Los Angeles still ranks high in the production of petroleum, having produced in 1902 about 25 per cent. of the total output of the State, which was estimated at 14,000,000 barrels. Among the oil companies that have contributed in a generous degree to swelling this immense annual production, few occupy a more prominent position in Los Angeles county than the above named company.

The history of the company, from the time of its organization in January, 1900, to the present time, has been that of one unbroken string of successes. Capitalized for $1,000,000 with 200,000 shares in the treasury and 800,000 shares out, the company has paid dividends amounting to over $200,000, and this year will pay over 7 per cent. in addition to prosecuting development work with unabated activity. It is free from indebtedness, and directed by men who have won enviable reputations as men of exceptional business acumen.

One of the most desirable features in regard to the Central Oil Company's property is its accessibility and consequent low cost of transportation to the markets. The 2200 acres owned by the company lie about one and one-half miles east of the town of Whittier, which, by the way, owes much of its prosperity to the presence of this million dollar corporation. The excellence of its location can best be appreciated when it is known that the Santa Fé Railroad Company's tracks are but four miles from the property, while the Southern Pacific and the Salt Lake Railroad companies run within one and one-half miles of the land owned by the company.

The first prospecting on the ground was done by the former owners in the summer of 1895, at which time a well was sunk 1000 feet and a good flow of oil struck. In fact, the well is still producing, thus establishing the theory that the district is a lasting one. Since that date development work has resulted in thirty-four producing wells, while five drilling outfits, owned by the company, are constantly employed on additional wells. It is a significant fact that the deep wells are the most productive, and the thirty-four wells are now producing over 25,000 barrels of oil monthly. It is interesting to note in this connection that the production is steadily increasing under the policy adopted by the management, and this year will witness a total production double that of 1903.

The shipping facilities of the Central Oil Company are most excellent. At the junction of the Santa Fé and the Southern Pacific Railroad tracks, four miles from the company's oil land, five acres of land have been purchased upon which have been constructed storage tanks with a capacity of 40,000 barrels, together with such pipe lines for loading as are required for the prompt filling of ten cars at once. These storage tanks are connected with the receiving and settling tanks at the wells by a four-and-one-half-mile four-inch pipe line. No pumping is required, as the elevation of the company's oil land above the storage tanks is over 750 feet, thereby providing sufficient pressure to insure a rapid flow to the storage tanks from the wells.

The water problem, which confronts many oil companies operating in remote places as one of their most serious difficulties, has been solved by the Central Oil Company in a most satisfactory manner. It owns five acres of land in the town of Whittier, where it has built a cement reservoir with a capacity of 750,000 gallons, and into this reservoir is received an ample supply of water from artesian wells. Another reservoir capable of holding 420,000 gallons is located on the company's oil land two and one-quarter miles distant, and connected with the receiving reservoir by a six-inch pipe line, through which powerful pumping machinery forces 10,000 gallons per hour. This supply is not only ample for its own needs, but permits the company to dispose of large quantities to consumers in that vicinity. As from thirty-five to forty men are constantly employed in prosecuting the work of the company, quite a little settlement is maintained on the ground. A feature that is of great advantage is the presence of skilled blacksmiths and machinists, together with a completely equipped machine shop, permitting of all necessary repairs on the ground without incurring the loss of time that would be occasioned if the company had to send all repair work to the city. The wells are operated by pumping jacks, capable of pumping from ten to a dozen wells each, although most of the deeper wells are provided with walking beams.

It is a well known fact that Whittier oil has established a reputation that makes it much sought for by consumers. It is said by some refiners to make a better illuminating oil than the Coalinga product with 38 degrees gravity, or the Ventura oil with 34 degrees gravity. It is interesting to note that in one specific case, where the Central Oil Company furnished a local consumer with 10,000 barrels of oil in one lot, that he deducted but nine and one-half barrels for moisture out of the entire consignment. This is no doubt due to the fact that especial care is taken in handling the oil both at the receiving, settling and storage tanks, it being the custom to settle the oil before shipping.

Often the best test of business sagacity is shown by the ability to grasp an opportunity which may seem to others hazardous, and to bring it to successful issue. This rare and unmistakable talent is possessed in a marked degree by the officers of the above company, and no better evidence could be desired than that afforded by the success of the Central Oil Company. Mr. W. W. Neuer, the president of the company, is a gentleman with previous experience in the oil regions of Pennsylvania, where he operated successfully during the latter '70's. It is largely due to his untiring energy and practical experience that the company has succeeded where others failed. Mr. Robert N. Bulla, the secretary of the company, is prominent in the legal profession and a well known figure in the political arena of the State, where he was a successful candidate for the State Senatorship during the years 1897 and 1899. His knowledge of the intricacies of the law has without doubt contributed much to the success of the company in assisting it to avoid disastrous litigation. Mr. H. R. Lacey occupies the position of superintendent of the company, and personally supervises all field work. He has been identified with the company from its incipiency, and is largely interested in its stock. All are men of substantial character and resources, and as a firm present one of the strongest associations of business talent in the city. It commands the confidence of the public in all its business relations, a universal respect for its unqualified success, and esteem for the manner in which it has contributed to the development of one of the State's greatest industries.

MRS. EMMA A. SUMMERS.

DURING the past few years one of the most remarkable features of development in Southern California has been the greatly increased production of petroleum. For a number of years previous to the excitement of the early '90's there had been a small amount of oil produced in this county, but it has been since the discovery of the rich field within the city limits of Los Angeles that the industry has assumed a place that gives it rank with the mining interests of the Southwest, and there is abundant evidence that within a few years California will be the leading petroleum State of the Union, and that the value of the oil product will equal that of the gold mines.

Emma A. Summers is a Kentuckian by birth, having been born and educated in Hickman, that State. Her father was a local merchant and banker, and possessed of what at that time was considered ample means. At an early age the little miss developed marked musical talent, and upon completing her education in her native State, entered upon a complete course at the New England Conservatory of Music, in Boston, Massachusetts. Success attended her studies in a most gratifying degree, and in the summer of 1879 she received her diploma and graduated from that celebrated institution of musical culture. Returning to her home, she remained but a comparatively short time before being married to Mr. A. C. Summers. In the year 1881 the young married couple, determined upon carving a fortune out of the rugged West, moved to Fort Worth, Texas, where they remained for two years, Mrs. Summers forming a circle of most cultured and delightful friends. In 1883, however, reports of the attractions of Southern California proved so irresistible that the same year found her a resident of this city. It is not the intention to follow her career through the ten years that intervened between her arrival in Los Angeles and the commencement of the oil excitement in '92-3. Suffice to say that her executive ability and ambition would crop out at most unexpected intervals, and for a number of years during the "boom" she made purchases of real estate, disposing of them all to advantage. She is the owner of much realty in various parts of the city, all of which she has made revenue-producing. Her musical genius, too, was evidenced in her class of pupils, organized to pass away the idle hours, as Mrs. Summers is an indefatigable worker, and does not believe in "idle hours." Many of her former pupils have continued the musical training commenced under her tutelage, and have won prominence in their profession.

EMMA A. SUMMERS.

Business perception and executive ability were her heritage, and these had been supplemented by associations which fitted her for the creation, control and expansion of extensive interests. Naturally when oil was first discovered in the vicinity of her home on California street, Mrs. Summers was early on the ground in the morning of its fame. That she secured a good location for her first well is best evidenced when it is announced that the well is still producing after ten years' pumping. It is located on Court street, near Temple, in what was formerly the very heart of the oil belt. Since that day, Mrs. Summers has sunk many wells in various parts of the oil field, and today she is operating fourteen which she owns. But to estimate her position in the oil circles of Los Angeles by the production of these fourteen wells would be erroneous, for be it known that this soft-spoken, pleasant-faced little Southern lady is the heaviest individual operator in the district, and is known on "the street" as the "Oil Queen," a title that she has earned by virtue of her extensive and stupendous operations in the local fields. It is authoritatively announced that she deals in over 50,000 barrels of the sticky stuff every month, yet in her handsomely-appointed offices in the Mason Opera House building there is no evidence of this vast amount of oil (enough to float a battleship), unless it be in the extensive correspondence and innumerable telegrams that are constantly being received.

Some idea of the extent of her operations may be gained from the knowledge that she has contracts with such oil-consuming plants as those operated by the Los Angeles Railway Company, the San Pedro, Los Angeles and Salt Lake Railroad, the Redondo Railway Company, the Pacific Light and Power Company, the Ice and Cold Storage Company, besides a number of oil refineries and practically every large hotel, laundry and machine shop in the city.

Mrs. Summers has always acted independently in her operations, and the measure of success her ventures have yielded must be credited to her individuality and personal efforts. She lives in an artistic and comfortable home on California street, where she has resided for many years before Fortune bestowed her smiles upon her, preferring to remain in the old home to seeking other surroundings, though it is a well-known fact that she could be mistress of the most pretentious residence in Los Angeles should she choose to do so. In business circles her opinions are sought for and valued by bankers, mining men and successful business men of years of long experience. Her office is beset with persons seeking interviews to present Utopian schemes. For a while these proved a source of amusement, being, in instances, so absurd as to pass belief. But such fanciful propositions received the peremptory dismissal they merited, and when they became a nuisance, measures were taken to forestall them.

RUFUS H. HERRON.

RUFUS H. HERRON came to Los Angeles at about the time of the first discoveries of a rich field of petroleum almost within the city limits. He has since been closely identified with the great industry, and has done as much to advance its interests as any man in the State. Having had an experience covering a number of years in the great oil regions of Western Pennsylvania and West Virginia, it will be seen that he brought to the coast not only his own private capital, but an invaluable experience, both of which he freely invested in this greatest of Southern California's young enterprises.

Rufus H. Herron owes his nativity to Pennsylvania, where away back in smoky old Pittsburgh he was born in '49. As a youth he evidenced a rare determination of purpose and character; as a man of affairs these characteristics have been even more pronounced. His education was obtained in the Western University of his native city, and there the boy grew to man's estate. Having early displayed a fondness for business, he secured a position with the Pennsylvania Railroad, where he acquired much valuable knowledge that he used in good stead when later, resigning his railroad position, he became associated with his father and brother in the real estate and brokerage business in Pittsburgh. When later his father was appointed Pension Agent, Mr. Herron assumed charge of the office and conducted it for a period of four years most satisfactorily.

RUFUS H. HERRON.

Although a member of the firm of William A. Herron & Sons until 1890, Mr. Herron's interests were by no means confined to the real estate and brokerage business of which he was a partner. He acquired holdings in various portions of the oil fields of both Western Pennsylvania and the adjoining State of West Virginia. So assiduously did he apply himself to business that in 1890, after having met with gratifying success in his operations in the field, he was compelled on account of failing health to retire from active business life and seek to recuperate in a less rigorous climate. After traveling extensively throughout the Southern States, and the famous watering places of the Continent, he finally came to Los Angeles in 1893, after having been retired for three years. At the time of his arrival in Southern California he had abandoned all idea of ever again engaging in business, but so beneficial was the climate and so ambitious the man, that shortly after his arrival the opportunities afforded in the then newly discovered oil fields proved irresistible. Profiting by his experience in the older oil regions of the East, he decided to open an oil well supply house in this city, and accordingly in 1895, two years after his arrival in the State, opened the first oil well supply house on the coast. Realizing the importance and necessity of having supplies available without expensive delays, he shortly after opened a second establishment in the heart of the Coalinga district; this was followed by a third house in San Francisco, which was designed to supply all the rich territory then being developed in the northern part of the State. It is interesting to note, in this connection, that Mr. Herron is the only man selling this class of goods on the coast who has been an operator, and fully understands the requirements of the business. As sole agent for the Oil Well Supply Company of Pittsburgh, he represents the largest manufacturers of oil well supplies in the world, and is enabled to keep in constant touch with the fluctuations of the market. The success which attended the establishment of the first three houses induced Mr. Herron to still further increase his facilities for supplying the market by opening stores in Bakersfield, McKittrick and Mariposa, all of which carry complete stocks of the machinery, tools and supplies in demand in their respective sections. Nothing required by the trade is too small or nothing too large to be found and secured in these establishments. In the line of engines, boilers, belting, cordage, Reading casing (which is by the way made of iron and far superior to steel for the purpose,) drilling and fishing tools, the stock is complete. "Fishing" tools, which are expensive pieces of mechanism owing to patents, etc., are rented at a nominal charge, thereby enabling drillers in need of such appliances to take advantage of this progressive idea, without incurring the expense of purchasing a tool that might not again be required for a year.

As an operator, Mr. Herron has been active ever since his introduction to the oil fields of the State. He was one of the first men to enter the Summerland district in Santa

Barbara county, and organized the Duquesne Oil Company in company with Thomas D. Wood, an old Pittsburg friend. This is a close corporation, and owns a large ocean frontage in that well known district. Thirty wells are producing at the present time, while development work is being actively prosecuted on other parts of the property, which is the most uniquely situated of any in the State. Owing to the location of the property, exceptional shipping facilities are at the command of the company, although at present the oil is sold on the ground.

Mr. Herron is interested in a proposition near Santa Maria, which gives promise of a great future. He was the pioneer in Colusa county, north of San Francisco, and operated in the Fullerton fields. In the Coalinga district he was among the first and most energetic developers of that region, and was for a time interested largely in the local west end oil fields. The growing demands of his business made it imperative to devote almost his entire time to its needs, and at present he has disposed of all of his interests except those in Santa Barbara county.

RESIDENCE OF RUFUS H. HERRON.

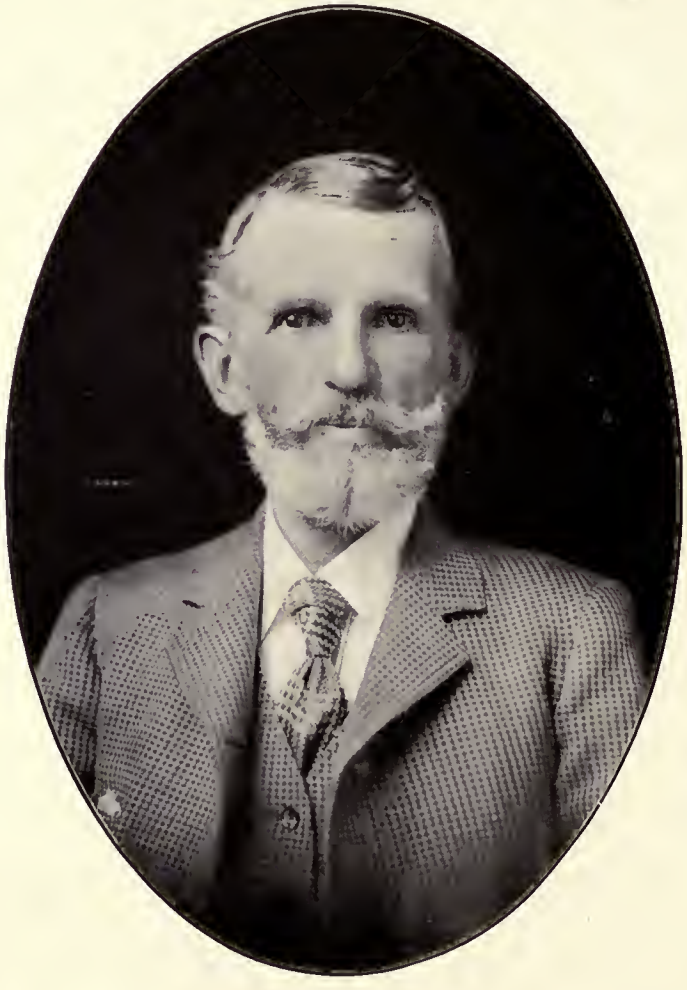
With injustice to none, it may safely be stated that few other men in the State have contributed in so generous a degree to the success and development of this great industry as Mr. Herron. He organized and was president of the first oil exchange of the State — the Los Angeles Oil Exchange — and held at the same time the position of vice-president of the San Francisco Oil Exchange. He has given freely of his private fortune to the promotion of the interests of petroleum in the State, and has been one of the most active members of the Chamber of Commerce, the Los Angeles Board of Trade, and other prominent local organizations. It was he who founded the Manufacturers' Association, which later was merged into the Merchants' and Manufacturers' Association.

He is a director of the Southern California Masonic Home Association, a Shriner, a Knight Templar, a Thirty-second Degree Mason, a Son of the Revolution, and a member of the Loyal Legion, while among the social clubs he is equally well known, being a member of the California Club of this city.

RESIDENCE OF MRS. EMMA A. SUMMERS.

W. W. NEUER.

SOUTHERN CALIFORNIA is one of the world's greatest sanatoriums, and, in viewing the influence of the climatic conditions upon the growth and prosperity of Los Angeles, the casual observer is likely to overlook many other noted features of the city's supremacy. Long ago the fame of its climatic and scenic attractions overbalanced our natural undeveloped resources, and it is not surprising that this has also distanced the report of the progressive and enterprising spirit which dominates the business element of Los Angeles. To this characteristic, not less than to the wealth of natural resources with which nature has endowed this section of the State, Los Angeles owes her development; and it is the purpose of the writer to present in these sketches the most striking examples of individual energy our rich field affords.



W. W. NEUER.

W. W. Neuer was born in the little village of Hamburg, in Central Pennsylvania, in the year 1839. He is descended from staunch old Pennsylvania stock, his great grand parents having immigrated to this country and settled in William Penn's colonies early in the seventeenth century. As a lad, young Neuer attended the schools of his native town until attaining the age of fourteen, at which time he commenced to earn his living, and was apprenticed to a carpenter and joiner, during which time he also studied architecture.

While yet a young man Mr. Neuer removed to Wilkesbarre, Pa., and became engaged in the building and real estate business, where for many years he was engaged in the practice of his profession, and his architectural skill was evidenced in erecting many of the most imposing public and private buildings in that handsome city. For nearly a third of a century Mr. Neuer was a resident of Wilkesbarre, during which time his name was prominently associated with the real estate and other interests of that city. His confidence was manifested in large personal holdings, which included some of the choicest residence and business property. He did more than buy for speculation; he improved property and made it revenue-producing. Several of the handsomest and most sightly residence sections of Wilkesbarre were platted and placed upon the market through Mr. Neuer's personal efforts.

In 1878 Western Pennsylvania was in the midst of an oil "boom." Mr. Neuer had established a reputation for clear judgment and keen perception, which had always been guided by conversatism, and his reputation in business and financial circles was that of a man of high authority and strict integrity. When he entered the oil fields in the vicinity of Bradford, Pa., in the year 1878, he had had no previous experience in those lines, but a ripe business experience soon demonstrated that correct business principles were quite a match for luck in the exploitation and development of the virgin territory which he entered at that time. Success attended his efforts, and after a time he practically retired from the field, so far as his personally directing affairs was concerned, although he still retained extensive interests there for many years.

In 1891, after having led an exceptionally active life for over forty years, Mr. Neuer came to Southern California and Los Angeles, with the intention of practically retiring from business cares. Either the genial climate imbued him with renewed energy or so many years in the business world induced habits that were hard to throw off, for in less than two years after his adopting this city as his home, we find him a pioneer in the Whittier oil fields, which at that time had been prospected and reported adversely upon. In 1895 Mr. Neuer organized the old Central Oil Company, and commenced the active development of the Whittier fields in the face of the unsuccessful efforts of other parties on the ground. For five years the company under the direction of Mr. Neuer, its president and leading spirit, continued the development of the property they had acquired in that section, finally selling out to the Central Oil Company of Los Angeles, of which Mr. Neuer is also president, and under which title the company has been working for the past four years.

A complete story descriptive of the company, its history and operations, will be found in another portion of this book.

A review of the career of W. W. Neuer furnishes food for reflection for the youth of today. Starting in life as clerk in a village store at wages of $1 a week, he had, by frugality and rare business acumen, acquiring quite a fortune at age of thirty-two. For ten years he was an honored member of the City Council of Wilkesbarre, Pa., each succeeding election finding him the unanimous choice of his constituents. A pioneer in the Western Pennsylvania oil fields in 1878 he

The success which has attended his efforts is purely the result of meritorious effort. Inheriting little but a steadfast honesty of purpose, it was doubtless emulation of those virtues in his sturdy parents that instilled into Mr. Neuer's character that industry and probity which have marked his career, and it seems but the fulfillment of a just destiny that life should hold in store for such a man the rewards of usefulness — wealth and position.

reaped the reward offered the fearless and yet conservative investor in that most alluring of pursuits, and again, about twenty years later, we find him opening virgin territory on the opposite side of the continent.

Mr. Neuer's architectural taste has found expression in the building of a beautiful home in one of the city's most exclusive residence sections. Here he lives and entertains in a manner befitting his rank and station in life. His life is open and true-hearted, reflecting the open-handed generosity of the West. Among mining, business and financial men he is held in high esteem and enjoys the confidence of those who know him.

RESIDENCE OF W. W. NEUER.

ROBERT N. BULLA.

IT IS interesting in reviewing the careers of men who have made signal successes in oil and mining in the Southwest to note the various stations in life from which they come. While Fortune has chosen her sponsors from all ranks of society, as established by difference of means and education, it is a conspicuous fact that the favored ones represent, as a rule, the conservative, persevering and deserving element. The subject of this biography was possessed of both financial and educational resources before he entered the active field of industry, and is one whose experience has evidenced a marked fitness for the obligations imposed by success.

Robert N. Bulla is an Indianian, having been born near Richmond, in 1852. He was born on the old homestead that his grandfather had carved out of the western wilderness, when in the early part of the nineteenth century he had emigrated to that portion of the country from North Carolina. Young Bulla's boyhood was passed upon the farm until he attained his eighteenth year, at which time, after having received the rudiments of his education in the district schools of his native township, he attended the National University of Lebanon, Ohio, from which institution of learning he graduated with the class of '72. He early decided upon a professional career, and after teaching for one year in his alma mater commenced the study of the law. The laws of Ohio at that time made it necessary to devote two years to the study of law before students could be admitted to the bar, and in the Centennial year, Mr. Bulla, then twenty-four years of age, received his sheepskin and was admitted to practice in the great commonwealth of Ohio.

ROBERT N. BULLA.

After spending three years in the practice of his profession in Cincinnati, he became a resident of New York City, where for the following two years he was engaged in the work of his chosen profession. At the expiration of that time, owing to the ill-health of his wife, he was obliged to seek a less rigorous climate. After traveling extensively for some time he finally decided upon visiting San Francisco. Coming through by way of Los Angeles, in the winter of 1883, so impressed was he with the climatic conditions and business possibilities of the then small town that he remained, and has since been a permanent resident.

Shortly after his arrival in this city he became associated with the law firm of Bicknell & White, the members of which (Ex-Senator White and Judge J. D. Bicknell) had established one of the most extensive and lucrative practices on the coast. During the four years that he was associated with the firm he devoted most of his time to the probate business of the firm. In 1887, when Los Angeles was experiencing its great realty "boom," Mr. Bulla made some judicious purchases of realty, and acquired holdings that remained valuable. In 1887 he formed a law partnership with Percy R. Wilson, with whom he continued in practice for eleven years, only dissolving the partnership relations when his various other business ventures made it imperative for him to devote his entire time to them.

The cares and responsibilities of business and financial affairs, however, never blinded Mr. Bulla to the political welfare of his State, and in '93 and again in '95 he was elected to the Assembly, during which time he was appointed chairman of the Judiciary Committee. An interesting feature of his election in '95 was the combination of both Democrats and Populists against him, the result being a larger majority in his favor than at the preceding election.

In 1897, after a nomination by acclamation, he was elected to the State Senate, and he again experienced that peculiar feature of his political career—an immense majority. While Bryan carried his Senatorial district by 800 votes, Mr. Bulla received a majority of 1100 votes. His presence was felt in the Senate Chamber of the State of California for the ensuing four years, and his record was one of pride to his constituency. He was appointed a member of the committee to report on the Torrens Land Transfer System of Australia. For two years he served as a member of the Code Commission, and to this work Senator Bulla lent his valuable experience acquired in the practice of the law and in the Legislature. During the session of 1899 Mr. Bulla was a prominent candidate for United States Senator, the balloting resulting in no election. A short session was called the following summer to elect, and resulted in the choice of Hon. Thomas R. Bard, Mr. Bulla and his friends contributing more than any other influence to that result.

Mr. Bulla rendered the State a substantial service when he introduced a bill known as the delinquent tax law. After the first introduction, and having passed both Houses, it was vetoed by the Governor. Again at the next session Mr. Bulla renewed his labors for its enforcement and was rewarded for his efforts by having it favorably passed upon by both Houses and also by the Governor. The full import of the bill can best be appreciated when it is known that California is the only State in the Union that has made so wise a provision in regard to its delinquent tax laws. Formerly tax buyers would secure titles to pieces of property when sold for delinquent taxes, and had ever opportunity to take advantage of the owners. By the enactment of this law, which happily is in force today, the State buys the land and allows

the owners to redeem it at actual cost, and reasonable penalties.

During the last few years that he was engaged in practice he made something of a specialty of mining law, and was brought into close touch with mining and oil men, thus affording him many opportunities for investment. But he was not hasty in taking up the many propositions that were presented to him, and when he did acquire an oil property it was after

Mr. Bulla has retired from the practice of law and devotes his entire time to the interests of his oil companies. He has erected one of the handsomest and most artistic residences in the city. The accompanying engravings will show the distinctly Mission style of architecture which has been incorporated in the building. The effect is most pleasing and most appropriate for this climate, being warm in winter and cool in summer. The Mission style of architecture, as will be

TYPICAL SOUTHERN CALIFORNIA HOME—RESIDENCE OF ROBERT N. BULLA.

the same conservative and mature deliberation with which he would consider a point at law. He organized several oil companies, chief of which is the Central Oil Company of Los Angeles, of which he is secretary, while Mr. W. W. Neuer is president. The company owns 2200 acres of oil land in the Whittier district, and has been a dividend payer and heavy producer for some time. A complete article on the property with appropriate illustrations of the surface improvements will be found in another portion of this volume in an article on the oil industry.

noticed, embodies arches and straight lines, all fanciful designs being absent; the *tout ensemble* is most effective. He has a library of some 2000 volumes at his residence, while his law library is in evidence at his offices. Mr. Bulla is a member of the California, Sunset, Union League and Country Clubs, and also many of the various organizations whose object is for bettering conditions of city and State. While among the most active political workers in Los Angeles, he is in no sense an office-seeker, but takes a prominent part in promoting the interests of the city.

THOMAS HUGHES.

SINCE the days of '49 California has drawn upon the brain and brawn of the older-settled Eastern States for her population, with the result that she is today peopled with the most ambitious and progressive of the young men of the East — men who had the courage and hardihood to make the tedious sea voyage or the fortitude to stand the hardships of the overland trail, and Southern California and Los Angeles, in particular, still attract the eastern men in these days of luxurious transcontinental travel when the trip is made from coast to coast in less than four days. The result is that there are few more cosmopolitan cities in the United States than ours. While Southern California possesses many natural advantages and resources as exploited in this work, the writer realizes that to the business men who have invested their own means and interested others in the development of her latent natural resources belong the credit for the marvelous record Los Angeles has established for the past two decades, and it is therefore with pleasure that we present the accompanying brief sketch of one who will be recognized as foremost and pre-eminent in advancing the general welfare of this section of the State.

THOMAS HUGHES.

A Pennsylvanian by birth, Thomas Hughes made his début upon the stage of life on the old Hughes homestead in Green county, Pa., about forty miles south of smoky old Pittsburgh. As a boy he early developed those sturdy attributes of character which have marked his career through life. Self-reliant and possessed of an indomitable will, Thomas Hughes equipped himself for life's battles by serving an apprenticeship in his father's planing mill on the banks of the Monongahela. At the age of twenty, being an ambitious youth, he determined to try his fortunes in the broader fields of the West. Eighteen hundred and seventy-eight found Kansas, New Mexico and the Southwest in rather a crude condition. The great Santa Fé system had just been built into those States and Territories and business conditions were good. It was around Albuquerque, Las Vegas, Clifton and other busy frontier towns of the embryo State that young Hughes found employment as millwright and in railroad work, for the ensuing four or five years. Working for a salary, however, was never a part of Hughes' ideas of self-reliance, and he determined to enter business for himself at the first opportunity.

The year 1884 found Los Angeles the same little pueblo that it had been for the preceding ten years. At that time there was little evidence of the feverish activity that was so soon to be witnessed here, but Thomas Hughes, with the business foresight of few others, saw the possibilities presented, and decided to cast his anchor in the little city of less than 15,000 souls. His first work was secured in a local planing mill, and he held the position until two years later, when he had saved enough to purchase machinery of his own and start into business on his own account, in 1886, at the very commencement of the great building boom that started at that time and has continued, with but short intermissions, since.

Success attended his efforts from the start. Each succeeding year found the business expanding and growing under the active personal management of Mr. Hughes, until today over one hundred and twenty-five men find steady employment in the mills of the Hughes Bros. Sash and Door Factory. The manufactured product is shipped to many eastern points, Denver, Colo., taking a large portion of the sash and doors manufactured from the famous sugar pine of the Sierra Nevada Mountains in the vicinity of Fresno and Madera.

The year 1894 marks the beginning of an epoch in oil annals in the State, for it was about that year Los Angeles made her début into the oil world. Born and raised in the heart of the great oil regions of Western Pennsylvania, Mr. Hughes while a boy became conversant with oil mining and the method of production, and it is not surprising that we find him on the ground in the very beginning. A small amount of work had been done in the vicinity of Lake Shore avenue, and, in fact, but fourteen wells had been sunk when Mr. Hughes was attracted to the district, while today there are over 1300 wells in the city limits, and the annual production in the State has increased from 783,078 barrels in 1894 to 25,000,000 barrels in 1903. In association with one or two business acquaintances, Mr. Hughes lost no time in acquiring an interest in the new fields. The first company formed was the American Oil Company, and active development work soon followed its organization. So successful

were the efforts made that Mr. Hughes, becoming convinced of the permanency of the district, devoted more and more time to the oil business, until today he has holdings in many of the best fields of the State. Following the formation of the American Oil Company, came the formation of a number of others during the following few years, all in the same district, many of which are among the most successful of the field and are a large factor in swelling the total of local production.

Among the most valuable of Mr. Hughes's holdings in the State is the Fullerton Oil Company, which company owns fifty acres in fee, in the heart of the Fullerton field. The company was formed by Messrs. Hughes and Valentine, and has established an enviable record as a producer, being credited with from $6500 to $7500 a month.

As new districts were opened in various sections of the State, Mr. Hughes personally inspected the merits of each, and, when conditions justified, invested freely in the development of the industry that has placed California well to the front as an oil-producing State. Possibly the most conspicuous and successful of Mr. Hughes's exploitations was the opening up of the highly-productive Santa Maria district in Santa Barbara county. Although one hundred miles from any producing well, Mr. Hughes, in February, 1901, located the ground now owned by the Western Union Oil Company, and drilled well No. 1 of that company. Success attended his efforts from the start, and today the Santa Maria district is one of the most important in the State. The Western Union Company is owned by some of the most prominent business men and financiers of this city, Mr. Hughes being one of the heaviest stockholders, as well as the original locator.

Large fortunes have been made in the oil fields of California and large fortunes will be made in the years to come, but to men who invested their means in the development of the industry too much credit cannot be given for the tenacity and perseverance which, in spite of numerous obstacles, won in the struggle for supremacy. Mr. Hughes is a pioneer in the various fields in which he operates, and while conservative in all his investments, he is among the most active and progressive oil men in the city, and State as well. He has associated with him in a number of his companies some of the most wealthy and influential bankers and business men of this city.

The career of Thomas Hughes records a series of progressive moves. It was his role in life's drama to rise and advance; hence, it is but in the nature of sequence that two years after reaching Los Angeles, a mere lad in years, he is the proprietor of a fully-equipped planing mill, and a few years later he is among the most successful oil operators in the State and a power in the welfare of his adopted home. Business and financial cares have never blinded Mr. Hughes to the political welfare of his city and State. Endowed with rare business acumen, and the possessor of exceptional executive ability, he has made his presence felt in both local and State politics for a number of years, not from the standpoint of an office-seeker, for Mr. Hughes has steadily declined nominations, but in all his political work he has been actuated by a desire to see the best results obtained, and is an ardent supporter of the tenets of the Republican party.

Coming to California without capital or friends two decades ago, he has demonstrated the value of energy, foresight and pluck in building up a profitable business. He is in the truest sense of the word a self-made man, and the many striking instances Los Angeles affords boast no better example.

RESIDENCE OF THOMAS HUGHES.

BANCROFT LIBRARY

RESIDENCE OF ALFRED SOLANO.

RESIDENCE OF C. O. CANFIELD.

RESIDENCE OF PIETRA L. SCHIAPPA.

RESIDENCE OF N. O. BAGGE.

RESIDENCE OF JOHN BROCKMAN.

WILSON CAMPBELL PATTERSON.

FATE has played some merry pranks upon Wilson Campbell Patterson, albeit the whimsical dame has ever cherished for him a tender regard. Imagine a man whose every ambition was to adopt a professional career, with never a thought of commercial pursuits; whose very nature, in fact, seemed to him unfitted for such a life, being actually thrust into business and succeeding at every step. This will give an idea of the manner in which Fate has toyed with this man. Away back in boyhood days on the old Ohio farm that was his birthplace, the lad's earliest ambition was to study for the ministry. That in itself would stamp him as being quite different from the average run of boys

The boyhood days of the lad were spent on the family

WILSON CAMPBELL PATTERSON.

homestead in Ross county, Ohio, where young Patterson attended the district schools, and later to attend the Academy at South Salem, Ohio, he walked the distance (three miles) morning and afternoon, paying for his tuition by the wood that he cut after school hours, and by various odd chores. The boy remained upon the old farm, attending school and the academy when he could, and working hard at all times, until 1863, when he enlisted in the First Ohio Volunteer Heavy Artillery as a private. He had tried to enlist the previous year, but was rejected on account of his youth and because he was below the required stature. He bided his time, and just as soon as he had added the necessary inches to his height he entered the service. He was placed on detached duty as clerk in division headquarters, and continued in that capacity until the close of the war, refusing a commission as lieutenant that was offered him merely because he lacked confidence in himself, and because he preferred the less remunerative clerkship.

After the close of the war Mr. Patterson returned to his home. His funds becoming exhausted, he found it necessary to accept a position as country school teacher for a term. Still determined to prepare himself for college, and with that end in view, he attended the Salem academy six months. In 1866 he accepted a position as clerk in the County Treasurer's office, and the following year became deputy clerk of the county court. All this time he worked with the one object of saving money to carry him through college. At the same time he was seized with an impulse to become a lawyer.

One day in 1869 Mr. Patterson met a member of a firm of wholesale grocers in Chillicothe, who asked him if he could keep books. His experience in the army clerical position had specially fitted him for such a position, but his natural modesty held him back. Finally he was persuaded to accept the position of bookkeeper for the firm of Clarke & Boggs, afterward M. Boggs & Co., and that proved the turning point in his life, for after a few years' service he realized that he was destined for a mercantile career, and reluctantly abandoning his hope of a college education and admittance to the bar, devoted himself to his business. He remained with the firm nineteen years, rising to the position of assistant manager. In the meantime he had been drawn into public affairs in Chillicothe, and served as a member and president of the Board of Education for twelve years. Long years of close attention to his manifold duties shattered his health, and in January, 1888, Mr. Patterson came to Los Angeles to recuperate. So beneficial did he find the climatic conditions that he determined upon making this city his home, and soon found an opportunity to engage in business, becoming a member of the wholesale commission firm of Curtis & Patterson. Later Dr. John Hancock was taken into partnership, and in 1890 Mr. Curtis withdrew, the firm name being changed to W. C. Patterson & Co.

In 1898, although he had never owned a share of the bank's stock, the directors of the Los Angeles National Bank tendered Mr. Patterson the position of president of that time-honored institution, to take the place of the late Maj. Bonebrake. Devoid of experience as a banker, Mr. Patterson was strongly inclined to decline the proffer. He asked for time to consider the matter, and it was granted. After due deliberation and presenting the matter to his wife, he was prevailed upon to accept the responsibility. The ability displayed in the management of the bank's affairs has been shown in the increase in the bank's business, which has nearly trebled

Since his arrival in this city Mr. Patterson has been identified with all public movements, and few men have given so generously of their time and private fortune as he. In 1890 he was elected a director of the Board of Trade, serving until '92, when he was made president. He was made a director of the Chamber of Commerce in '94, president of that body in '95 and again in '96, and is still closely identified with its best interests. He took an active part in the fight for the San Pedro Harbor from its inception, and in February, 1896, was sent to Washington with Gen. Harrison Gray Otis, W. G. Kerckhoff and W. D. Woolwine to present the matter to the House Committee on Rivers and Harbors. Again in April of the same year he left his business and own private affairs to visit the nation's capital as chairman of a similar committee composed of Henry T. Hazard, Judge A. M. Stephens and Henry Hawgood, to present the matter before the Senate Commerce Committee. To the efforts of these committees and the personal efforts of Senator Stephen M. White, is due much of the credit for winning the harbor fight, which means so much to Los Angeles and all Southern California.

Mr. Patterson has the happy faculty of making and retaining friends entirely aside from his business ability. His nature is thoroughly sympathetic and artistic. The esteem he inspires in private life finds a counterpart in the confidence with which he is regarded by all who have the pleasure of business relations with him.

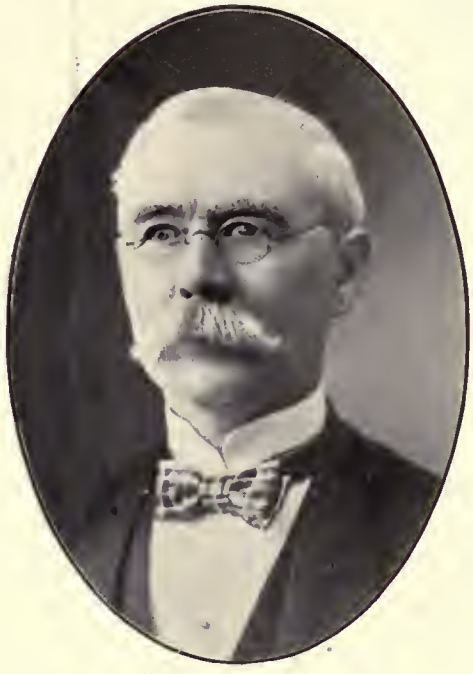
RESIDENCE OF EBEN SMITH.

EBEN SMITH'S GROUNDS.

RESIDENCE OF W. H. ALLEN, JR.

WILLIAM PRIDHAM.

WILLIAM PRIDHAM is a native of America's metropolis, having been born in New York City, September 1, 1832. His early education was acquired in the public schools of his native city, and at an academy at Amsterdam, N. Y., where he completed his collegiate education at the age of eighteen. Stories of the golden days of California were then heard upon every hand, and the ambitious youth, after carefully debating the matter,



WILLIAM PRIDHAM.

decided to seek his fortunes in the West. Leaving New York in November of '50, he journeyed by way of the Isthmus of Panama to California, arriving in San Francisco on Christmas day of 1850.

Having arrived in 'Frisco, he became connected with the wholesale firm of Pinto, Tay & Co., in the capacity of clerk, and held that position for two years, when the mining excitement proved too strong to be longer resisted, and quitting the employ of the firm, he made his way with his little capital to the Bear River country, where for the ensuing few months he was engaged in placer mining in the primitive methods in vogue in those days. Not meeting with the success he had anticipated, young Pridham moved to Sacramento, where he entered the employ of the wholesale drug firm of R. H. McDonald & Co. The duties of his new position held him until 1862, when he had an opportunity to become identified with the Wells, Fargo Express Company, at that time branching out extensively into the new mining districts of Nevada. His first position was at Carson City, where he remained a short time before being transferred to the lively camp of Austin, in the same State. During the four years that he remained in Nevada before accepting the position of forwarding clerk in the San Francisco office of the company, he had familiarized himself with the details of the business that came under his observation, and two years after accepting the responsibilities of forwarding clerk in the San Francisco office, he was sent to Los Angeles to adjust affairs incidental to a change of agents in the local office

At the time of Mr. Pridham's first visit to Los Angeles, he found little but a straggling pueblo, made up largely of adobes, and all located in and around Temple street and the Plaza. He had not long been a resident of the city before he saw the possibilities which awaited the sleepy little town, and, becoming impressed with its desirability as a business and residence section, he decided to cast his fortunes with it. Wells, Fargo & Co. at that time were operating on the coast steamers semi-monthly and by stage to San Francisco, the latter occupying three days and three nights. Stages also ran to San Bernardino, San Diego and Kernville, now known as Bakersfield. He relates many amusing anecdotes of early days in the community, and has a fund of reminiscences which prove most interesting.

After having been identified with the company for a period of nearly a half century, he still is among their most active superintendents. His experience has covered the greater part of the State of California and has encompassed every detail of the great business. He is an active citizen, and one ever alive to the best interests of the community.

A PRACTICAL MINING MAN.

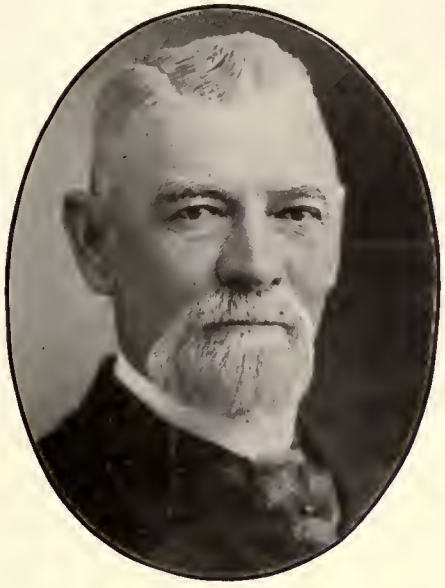
It is said that geniuses are born, not made; mine superintendents are made. There is no natal gift directing the current of their careers, unless industry and ambition may be counted their heritage. To become a competent mining superintendent requires years of experience in practical mining. Mine superintendents are not created on the instant. Almost without exception superintendents who have won sufficient prominence to secure charge of an important property have risen from the station of the ordinary miner. The subject of this sketch is no exception to the rule, and his experiences recount in a way those of most other miners.

Charles A. Stephens's mining career began in '79 in the Black Hills, where he commenced work at 15 years of age, on the celebrated Homestake mine. From there he went to New Mexico, where for three years he was mill foreman for the Chita Gold Mining Company, whose mines are sixty miles from Albuquerque. After his ten years' experience in the Homestake mines, during which time he had held every position from common "mucker" to that of shift boss and foreman of the mill, he was certainly capable of assuming the duties undertaken at the Chita.

His introduction to the Gold Roads mine came at a time when the shaft was down but 140 feet and the property practically a prospect. He remained in charge of the property until after the extensive improvements contemplated had been made, and thoroughly opened the Gold Roads up. Like most practical mining men of the Southwest, Mr. Stephens has devoted considerable time to prospecting, during which expeditions he has covered a large portion of the mining regions of the Western States, and thereby gained a fund of information that places him among the best-informed mining men of the Southwest.

WILLIAM H. WORKMAN.

WILLIAM H. WORKMAN was born in Booneville, Missouri, in 1839. He was the son of pioneers in the Missouri country, and the Indian raids frequently made on the brave settlers of that State form vivid recollections of Mr. Workman's review of those boyhood years. Until he was fifteen years old he lived in Boonville and attended the public schools there as opportunity offered, later taking a course at F. G. Kemper's Collegiate Institute.



WILLIAM H. WORKMAN.

In the year 1854, with his parents, young Workman came to California. Coming to Los Angeles, Mr. Workman and his brother, Elijah H. Workman, established a harness and saddlery business, which they conducted with success for over twenty years. In the early years of his residence here Mr. Workman acquired extensive realty holdings on the beautiful highlands east of the Los Angeles River. Here Andrew Boyle, father-in-law of Mr. Workman, was the first white settler, and his old brick house, built in 1858, stands today one of the historical landmarks of Boyle avenue

Mr. Workman, after retiring from the saddlery business, devoted his energies to the development of Boyle Heights. He was one of the projectors of the first street railway into that territory. It was also through his efforts that the Cummings-street car line was built. Not content with these lines of transportation, Mr. Workman carried on negotiations with the Hook brothers, and eventually succeeded in inducing them to build on Fourth street through Boyle Heights, giving them a bonus of $20,000.

RESIDENCE OF W. F. BOTSFORD.

RESIDENCE OF FREDERICK RINDGE.

Mr. Workman has made many generous gifts to the various churches and charitable enterprises. He donated to the Methodists, Episcopalians, Presbyterians, Catholics and Baptists lots for their church edifices. In connection with Mrs. Elizabeth Hollenbeck he donated to the city Hollenbeck Park.

During the years of 1887 and 1888 he ably served the city as its Mayor. He has held many other positions of trust and honor, and twice has he been elected by large majorities to the office of City Treasurer

Mr. Workman is an active member and was president three terms of the Los Angeles County Pioneers' Association, and takes deep interest in the preservation of early historical data. He is a member of the Los Angeles Chamber of Commerce, and has always maintained a prominent place in the advancement of the larger interests of the city.

Politically he has affiliated with the Democratic party, but in his official career he has received the support and indorsement of members of both political parties; and by his election to the important office which he now holds he has received an indorsement such as would be gratifying to any one.

ACKNOWLEDGMENT.

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